

Catalog

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVIII

NEW YORK, DECEMBER 5, 1925

No. 23

DOUBLEDAY, PAGE & CO., GARDEN CITY

MEMORANDUM

To Advertising Department

From: J. P. Hessian

reply means
in your department

I had the pleasure of taking a first order from the Baker & Taylor Co., today on THUNDER ON THE LEFT that was bigger than our entire advance sale to all the trade on "Where the Blue Begins."

How many will "Thunder" sell?

It has sold 30,000 copies 3 days before publication, while "Where the Blue Begins" has sold 3 times that or 90,000 in three years. Chris Morley's books have sold altogether over a half million. Figure it out for yourself!

11-22-'25.

James P. Hessian

Books for Christmas Shoppers

(Gifts for young and elder ones)

For all those who buy or sell gift books

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buyers or check your list for Christ-
mas purchases.

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No 1926 Nobel Prizes Issued Says Dagbladd

LADISLAS REYMONT'S THE PEASANTS

Retains High Literary Honor

Though rumors and unauthenticated reports from abroad announce Sigrid Undset, author of "The Bridal Wreath," "The Mistress of Husaby" and "Jenny," as the winner of the Nobel Prize in Literature for 1926, the reliable and authoritative *Stockholm Dagbladd* has published the news that all five of the Nobel prizes would be withheld this year.

As a result of this decision Ladislav Reymont, Polish author whose "The Peasants" was awarded the Nobel Prize for 1925 in effect retains this honor for another year. His work, too well known to you to require any description, has continued for over a year to sell steadily and well. More than

twenty editions have now been printed of the four volumes.

In commenting on the Nobel Prize situation *The Publishers' Weekly* writes: "The decision reached regarding this year's prize is strongly criticized by the Swedish press. Public opinion is agitated over the failure to make the awards and the press maintains that either Thomas Mann, the German author of 'Buddenbrooks' and 'Death in Venice' or Sigrid Undset, the Norwegian authoress of 'The Bridal Wreath,' 'The Mistress of Husaby' and 'Jenny,' all published in this country by Knopf, should have received the literature prize which is attracting the greatest interest."

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"M. Gide has written a hugely entertaining novel."

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- ¶ The title of the book in French is *Les Caves du Vatican*, i.e. The Vaults or Cellars of the Vatican. M. Gide who knows English well gave the tale its published English title. *It is in no sense, direct or indirect, a reflection upon the Roman Catholic Church.*

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—*N. Y. Times*. \$2.50

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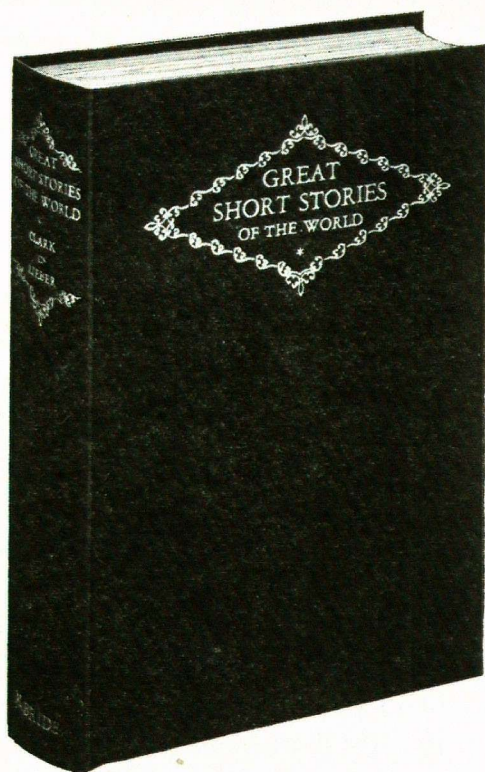
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This is a Secret: Grown-ups buy this Book "for the Children." But they really buy it because they want to read it themselves. That's why it is such a phenomenal seller.

"When We Were Very Young"



is enjoying the most astonishing success of any book for old or young in 1925. To meet the Christmas demand, we are offering a new Holiday Edition in a new gift box.



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Boxed**



"WHEN WE WERE VERY YOUNG maintains its comfortable lead," says the Baker & Taylor Company in the November *Retail Bookseller*. "It led non-fiction for the spring and promises to lead non-fiction for the fall . . . there has been no children's book for years which had led non-fiction for one month, much less six months. It is very rare, indeed, that *any* non-fiction book holds its place so long."

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Send for a sample copy and you will know it is going to be a big Holiday Winner. Do it today!

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681 Fifth Avenue

New York City

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 5, 1925

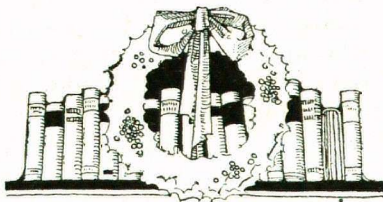
Christmas Gift Displays

*What Some Stores Have Done
to Turn the Choice to Books*

Ernest A. Dench

CHRISTMAS time, the Gift Season, is coming again. For those who always have youth in their hearts, it will be a time of gladness, but for those who think it is simply another word for "the Gimmies" the hurry and scurry of shopping will be a nightmare, indeed. But for all of us there is sure to be a relative here and there, a young friend or perhaps an old one who will keep us in despair. "What can I get for Aunt Mary?" (or Jack or Ned, whichever the case may be) will be heard on all sides. "Will you excuse it, please," as our old friend, the telephone operator, is wont to say, if we spring the old joke—"Oh! Don't buy Sue a book. She's got a book." The joke may be as worn out as some of the election promises*, but it has a ring of truth in it. Many Sues and Rills couldn't sit down and read for an hour or two, if their life depended on it. Fortunately for the book dealer, there are plenty of people who look upon books as friends.

We were walking in the park the other day when we noticed a small maiden sitting in her carriage. Her mother, evidently bored, tossed a book into the carriage, and the tiny girl immediately began to tear the pages. We waited with suspended breath



for the mother to reprimand the child and breathed a sigh of relief when the mother cried: "Naughty baby!" But we breathed too soon, for the mother continued "Naughty baby! Mustn't

put the nasty book in your mouth!" Evidently it was all right to tear the book as far as this woman went, but to us it was near sacrilege.

All this brings us down to the point. Try to educate the public to think of books as friends, not something to be tossed away into the discard after a casual glancing thru the pages. One way to accomplish this is to make people want to read and buy books thru your clever window displays. Some of the following examples should be of help to you during December.

Dignified and Interesting

The Shepard Stores, Boston, Massachusetts, devoted one of their windows to books. Mouse-colored velvet draperies were used for back hangings and draperies for one side. In the back corner was a huge wooden bracket, carved and finished to look like a huge piece of hand-wrought iron in a quaint old design. This held three big red candlesticks, each carrying a round frosted white electric bulb. The light was thrown on a display of books, which included many of the latest popular titles. The books were displayed on glass

* [More so. Ed.]

shelves set on pedestals. Each set of books on these shelves was held in place by a pair of handsome book holders. Other books were laid on the floor over tapestry mats. Please notice the fact that none of these books were stacked or pyramided. They were set between the book ends with an occasional book laid on top of these. Those below were laid on their sides, with sometimes another book leaning against them. The apparently careless treatment was a change from the stiff arrangement that sometimes spoils an otherwise good display.

For Good Luck

Garner's, Kitchener, Ontario, Canada, wished all passersby good luck with their window display. This illuminated red horseshoe, five feet high, occupied the middle of the window. The frame was made of two long strips of beaverboard, eight inches wide, bent to form the inside and outside of the shoe. They were held apart by small sticks, eight inches long. The front and back of the shoe were left open, except for a covering of red crêpe paper against the latter. Holly sprays decorated the sides. Four electric bulbs were inside the horseshoe.

The horseshoe stood on a box base, open at the front, this opening being covered with a green card, with the word "Christmas" cut out and covered with red crêpe paper. A light shone thru the red letters.

"Why Not Books?"

read the showcard placed in the Booknook window, of Emporia, Kansas. The window was given over to popular books, grouped in a dainty arrangement on the floor. In one corner, near a Christmas tree, were children's books, with their alluring covers and bindings. The trim also held a stack of Christmas book catalogs. At the center front was one of these catalogs in a brown manilla envelope, with the address reading:

"So-and-so Book Company

New York City

EVERYBODY

Emporia, Kansas."

The customary Christmas decorations gave the window a holiday aspect.

Artistic Display

A display which made a "hit" with the crowd was the work of Robinson's, Los

Angeles, California. On the floor was a gray carpet that harmonized nicely with the gray-tan velvet draperies hung at the center rear. Green brocaded satin was draped across the top of the rear curtain with side draperies of green satin. Tall polychrome candlesticks were placed at each side of the curtains, with lighted green tapers that reached nearly to the ceiling. Set before the curtain was a carved chest of walnut, upon which were books, piled in artistic disarray. More books were stacked about the window.

The Star of Bethlehem

The City Drug Store, Eveleth, Minn., had a very pretty Christmas trim. The floor was covered with cotton batting and then sprinkled with artificial snow. Dark blue crêpe paper, to represent the sky, hung at the sides and back. A single star, with an electric light behind it, was cut thru the background. This star, of course, represented the Star of Bethlehem. A holly tree was placed at the right and left sides. Grouped about the trees were Christmas gifts, with books predominating. Sprigs of holly and mistletoe and poinsetta sprays provided additional festive touches.

An Attractive Background

An attractive background was used by Talcott Bros., Olympia, Washington. A large disc of cardboard was covered with grey silk, over which was pasted fine tinsel. Black velvet was used for the border. In front of the disc, two silver Christmas bells, tied with red ribbon, were hung in such a way that they seemed to be ringing. In the foreground books were tastefully arranged.

Santa's Records

A window display that fascinated the children was cleverly arranged by Mr. L. I. Dupuy, of the P. R. Turner Drug Co., Marianna, Arkansas. The walls were hung and draped with wreaths of holly and red crêpe paper ropes. In one corner sat a smiling Santa Claus, with a large book before him. He sat at a desk, and on the shelf of the desk were several large books, entitled "Bad Boys," "Good Boys," "Bad Girls," "Good Girls." On the floor were all kinds of books dear to the childish heart. The main thing, of course, was the figure of Santa with his record books. We

will wager that many a naughty child was good for at least half an hour after seeing Santa looking at his records!

Suitable for Books

A candy display that could readily be adapted to make a good book display was seen at Nau's Drug Store, Portland, Oregon. A small barrel overflowing with letters held the center of the floor. A card in the center of the window glass held two letters, easily read. All the letters were addressed to Santa Claus. On one card was a letter from a wife who claimed that before she married, her husband used to bring her big, fancy boxes of candy, but that lately he had forgotten, and that what she wants most for Christmas is a box like those he used to bring. The other letter was from a small boy who said that he would be happy and a mighty "popular kid" if he got a box for Christ-

mas. The letters should be adapted to books.

Additional Showcard Suggestions

There is something lacking in a book trim when there aren't any showcards to advocate gifts for specific purposes, or to explain why books should have the preference. Some of the displays we have already described were admirably taken care of in this respect, but an extra card or two in a display helps rather than harms. Here are a couple of examples we saw last December:

"Who gives a book gives for all the years. A special Gimbel Service gets any book that's getable."

"Book Gifts can be as personal or as impersonal as you like."

Both of these pieces of showcard copy were sponsored by Gimbel Bros., Philadelphia.

Buying for the Bookshop

CHAPTER VI

Stock Records and Catalog Checking

John Loos, Brentano's, Chicago



FEW years ago I happened to be visiting in a small Eastern town and in the course of my travels dropped into the one and only bookstore to pick up ideas if I could.

The proprietor was not adverse to conversation with one of his craft, and the talk turned to buying from salesmen and keeping track of stock. "Well, sir," he said, "I never check up catalogs. Don't have to. I know every book that is in the store, know when it's sold, remember what I bought last time." His store was not a very large one, to be sure, but I mentally gave the gentleman credit for a somewhat remarkable memory. Sometime later I picked up a *Publishers' Weekly* and noticed that the store had gone into a receiver's hands. It did not surprise me! It is hard to conceive of any bookstore continuing to do business successfully without

some adequate system of checking or stock recording and no store is too small to dispense with some form of record.

As to the most satisfactory method to be used, that is another question which must be answered in its turn. The system most in vogue at present seems to be the ordinary catalog check which functions well within its limitations. Most of the publishing houses send out catalogs a week or two weeks in advance of their representative's visit to a certain point. These catalogs are handed to some stock clerk or sales person to check and indicate quantities on hand. The buyer then goes over the checked list and makes his purchases, based on his memory of previous buying and the stock on hand. Fine—as far as it goes. Suppose, however, that the checker missed an item here, gets a wrong quantity there. No buyer can possibly remember all the quantities he buys or keep a sufficiently

Take each publisher's catalog as it is sent to you and work thru it marking off in pen or pencil the titles that you wish to carry as regular stock items. Give each list to your stenographer and have her fill in on your card the necessary information as to title, author, edition and publisher. If this is carried thru you will have a complete card record at the end of your buying season. Have a card made up for each new book as you buy it noting original purchase and date of publication. This keeps in front of you definite information about forthcoming books. If you drop a book retire its card, or if you decide to add an old book make a new card for it. Keep each publisher's cards separate, in a box or a rubber band. Note every reorder on your cards and when checking preparatory to placing a stock order sort your cards by departments. You probably have or should have Travel Books together, Poetry in another section, and so on. If possible, have each person in charge of a department check his or her own cards, this fixes responsibility and the use of cards, saves them the necessity of fumbling thru an entire list to pick out the items pertaining to their section.

This does not absolve you, of course, from the duty of going thru the publisher's catalogs at intervals to refresh your own memory. Nevertheless, there are dozens

and hundreds of books listed in the average catalog which the run of bookstores never buys. Is it not easier to buy from a card system which lists all your live stock items, gives you definite information as to how many you've sold in two months or a year and saves you from the trouble of hunting thru a mass of (to you) superfluous titles for something saleable? Finally, it helps to achieve *turnover*, a splendid exercise for bookstores.

Next in importance to your card system is the order file. A copy of every order sent should be kept in a vertical filing cabinet within easy access of the buyer's desk. It can be indexed alphabetically and a separate folder maintained for each publisher. Before placing a stock order with any publisher, look up his particular folder and note the items you have been running short on, and those that are in transit. If you are placing a spring or fall stock order, go over your copy of last year's order for the corresponding period and note what you bought, making the necessary comparisons against stock carried over.

Your file can be emptied, say twice a year, and back orders transferred to another drawer or transfer case, but even transferred orders should be accessible at any time so that if necessary you can lay your hand on your spring order or fall order for last year or the years previous.

A Stock Record System

SYSTEMATIC buying has come to be recognized as an all-important part of sales building, as has been soundly emphasized and outlined in the series of articles that John Loos of Brentano's has been writing for the *Publishers' Weekly*. An example of how good planning can be a strong aid in a smaller bookshop can be shown by the experience of Brockman's in Charlotte, N. C., the store that in a few short years has made a name for itself. It was in war time that Charles Brockman came back to his home city from important work in other fields to take over an enterprise that his brother had started, a small gift shop on the main street of Charlotte. The city was then the center of war prep-

aration activity with a large camp nearby. The brother had been called into the army, and there was no one to carry on the little enterprise.

Charles Brockman arrived home in time to take the key from his brother at the railroad station and proceeded to the store to open it up as new manager. In a short time, he saw the possibilities in it, went to New York and contracted for a large assortment of new merchandise. This merchandise arrived just in time to see the town closed up on account of an epidemic, and business was practically stagnant for six weeks. At the end of that time came a new announcement that the camp would be closed, and it was not reopened.

BOOK										
AUTHOR										
PUBLISHER										
NOTES										
DATE										
ON HAND										
ORDERED										
RECEIVED										

With such a beginning, which would have daunted many ordinary business men, the Brockmans kept on, and, when the war was over, three brothers came together and reorganized, with one in charge of the commercial stationery, one in charge of business equipment, and Charles Brockman in charge of the book department and finance. With the need of new quarters, they signed a long lease for a fine new building, perfectly located on the main street, but, with a lease, that meant that a good volume of trade was necessary to make the enterprise profitable. That it was a good venture was soon proved.

The book department is in the rear of the store, up a few steps, and the place has a bookish and well-ordered atmosphere. The book business has now been built to a total of about \$40,000, a good showing for a city of this size, and has great possibilities of growth.

The whole book end of the business is run by Charles Brockman, and by a general assistant and a half-time assistant, with plenty of extra people at Christmas. Mr. Brockman's stock is excellent in vari-

ety and beautifully kept, which gives evidence of a systematic handling of the business, and he keeps his finger on the pulse of demand thru a very systematic card record.

A stock record card, such as is shown on this page, is used for all types of stock, and kept in two general files. New fiction is alphabetical by author, and on the card is entered the date of the order, the amount on hand, the time placed, the amount ordered and the date received. Any time a traveler calls, these records are ready, altho they are gone over regularly each month if no other sort of check-up has been made.

Standard stock, non-fiction, and children's books are filed by publisher. This provides for a quick study of the purchase needs from any publisher and gives the full and complete basis for the sound ordering. These files are handled by a clerk, who also takes care of the circulating library, and it is the exact knowledge gained from these cards that gives Mr. Brockman full confidence that he is buying in the right direction.

English Book Trade News

From Our London Correspondent

THE strike in the London publishing trade, referred to in other issues of the *Publishers' Weekly*, while it has been, and at the time of writing is, a serious trouble to all those who are engaged in the publishing and distribution of books has not paralyzed the trade.

No more books will appear, certainly, excepting Mr. Page's "Letters," but it is encouraging how well the public is buying books and patiently putting up with delays—not very serious. Last week was the real first week of the strike, and we know of one or two houses whose returns were almost up to normal. Anyhow, whatever happens, the strike will give the bookseller a breathing space, for it will enable him to dispose of his heavy stock, as he may, in a number of instances, be unable to replenish this stock for a while.

The Autumn Publishing Season

This is what Mr. Cape says in *Now and Then*. Mr. Cape knows all sides of publishing and bookselling, for he has had many years of experience. His paragraph is very true:

The autumn publishing season is by far the most important for the publisher. However much he may endeavor to spread over into other months the books which at one time were inevitably heaped up for publication in October or November, it still remains that the closing months of the year are the busiest in bookshop and publishing office. To us the autumn has always seemed the most pleasant season of the year. Out-of-doors there is the beauty of decay, within the comfort and ease of early fires and drawn curtains. The burning of old leaves out-of-doors—the turning of new leaves within.

Tomlinson on Christopher Morley

Altho this page is devoted to trade notes, we can not refrain from printing the following paragraph issued by the publishers of Christopher Morley's "Safety Pins":

H. M. Tomlinson has no hesitation in introducing Christopher Morley. We ourselves believe Mr. Morley to be a writer who is genial and urbane—one who loves words and

has a sensitive ear. He moves among his fellows, noting and reflecting. The rôle of gentle essayist is certainly one which he understands and fills. For his title he has chosen "Safety Pins," the title of one of his essays.

Limited Editions

Limited editions, beautifully made, signed by the author, continue to appear, but they are usually all bought before publication. Generally, they form the first edition of a work—not always, but frequently. Most collectors are watching out for them. One may always expect limited editions of Lord Dunsany, Walter de la Mare, George Moore, Max Beerbohm, Arthur Machen, etc. Many of them eventually reach high prices, and quite a number find their way to U. S. A. We like the writer in *Constable's Monthly List* who says in the current number:

A limited edition creates a market, and that market remains in existence for the benefit of cheaper editions which, without the previous rousing of public interest achieved by the "limited," would never have come into existence, so hopeless would have been their prospects of success.

Best Sellers

FICTION

- "The Clio." L. H. Myers.
- "Simonetta Perkins." L. P. Hartley.
- "Cobbler's Wax." F. W. Thomas.
- "Fernande." W. B. Maxwell.
- "Jericho Sands." Mary Borden.
- "Portrait of a Man with Red Hair." Hugh Walpole.

GENERAL

- "Melodies and Memories." Dame Nellie Melba.
- "Jungle Days." William Beebe.
- "A Speaker's Commentaries." Viscount Ullswater.
- "Argonauts of the South." Capt. Frank Hurley.
- "From Red Sea to Blue Nile." Rosita Forbes.
- "Mother." E. F. Benson.

Children's Book Week

*All Over the Country Hundreds of Communities
Celebrated the Seventh and Most Important Book Week*

CHILDREN'S BOOK WEEK has come and gone. That every community celebrated it in varying degrees is evident to anyone who has glanced thru the newspapers of the country for that period. Not only was there much space given to the plans of local organizations and news stories of activities but stores used unusual amounts of space for display advertisements, many of them full page spreads with catchy slogans and cuts, with invitations to visit exhibits and announcement of special programs for the week.

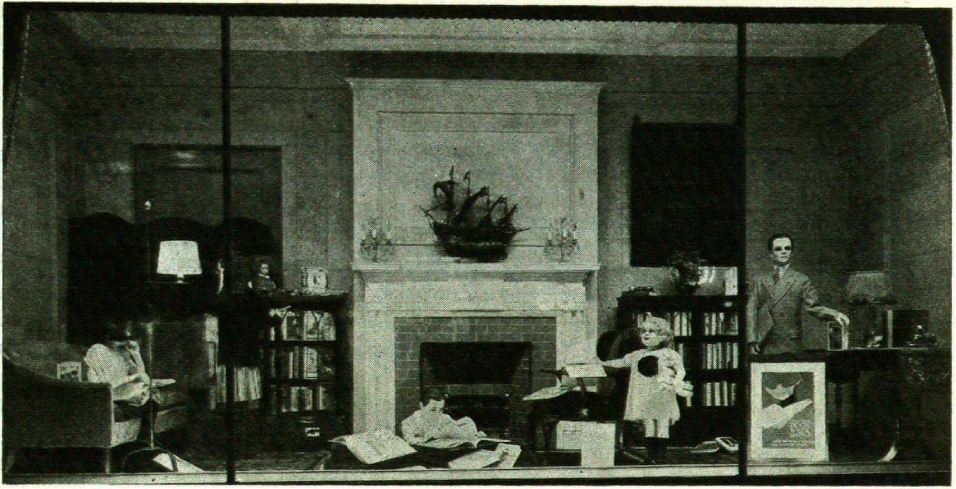
The Monday afternoon reception in the Children's Room of the New York Public Library, which has been for seven years an opening day feature of Book Week, was again largely attended this year. Padraic Colum was the guest of honor at the session over which Anne Carroll Moore gracefully presided.

At the Jones Library in Amherst, an unusually interesting exhibit was made of old children's books coupled with a showing of the new, and Wilbur Macey Stone, whose collection of children's books is so well known, assisted by supplying the library with the most interesting and unusual collection of early juveniles of both England and America. Special emphasis was laid on John Newbery and his part in the movement, and a replica of the John Newbery Medal was exhibited. The Springfield papers gave a great deal of attention to this occasion.

Because of the large number of boys and girls that attended J. K. Gill Co.'s Book Week Programs it was decided to have them in one of the large high school auditoriums instead of in the shop. On the evening of November sixth the Boy Scouts and their friends were entertained by talks by Edison Marshall, author; Anne Mulheron, librarian; J. K. Gill and Miss

Harris of the bookstore. A playlet by Miss Harris, "You Can Find It in a Book" was produced by the Scouts. The following afternoon the Girl Scouts and their friends had a similar program, with the addition of Theodore Harper's own dramatization of his latest book, "Singing Feathers."

There were many original schemes put into use. In Utica, N. Y., Chief Jesse Lyon, a real Indian chief, spoke to the older boys and girls. Newspapers as far away as Clinton, Ia., announced that Mrs. L. A. Miller, chairman of the Division of Literature of the General Federation of Women's Clubs would broadcast a book program from Denver, which indicates the use of radio in spreading book information. The Jones Library in Amherst, Mass. carried an exhibit of books which spanned nearly five centuries of production of books appealing to children, the oldest and rarest of which were loaned by Wilbur Macey Stone of East Orange, N. J. In Los Angeles, Cal., the *Herald* and the *Record* in their publicity carried large pictures of grammar school students reading. The Montclair, N. J., public school pupils presented a play—a library scene in which drama, poetry, biography, history and fiction were featured. In Nashville, Tenn., Donald Davidson gave his book page entirely to children's book week and in his column, "The Spy-glass," carried a fine article on what really constitutes a good child's book. In Greensboro, N. C., Miss Anne Carroll Moore of the New York Public Library spent two days speaking six times on children's books. In Savannah, Ga., as well as in Indianapolis, Ind., and Omaha, Neb., the local papers gave the *Bookman* contest publicity and called on the children to compete. There were numerous contests. In Sioux Falls, S. D., Christenson & Dempster Co. offered prizes



Abraham and Straus' Window Display for Children's Book Week

for essays on "The Book I Like Best"; in Morristown, N. J., prizes were offered for essays on "The Book I Would Like to Own and Why," and in Los Angeles, Cal., for "What Is the Greatest Good that the Printed Word Has Done for Mankind" and "A List of the Books I Have Read and Why."

Loring, Short & Harmon held their annual poster contest in Portland, Me. This contest has become an institution and brings out much talent. Pomeroy, Inc., at Harrisburg, Pa., held a book fair with well-known speakers each day, a children's play and an exhibition of books. Jacksonville, Fla., staged its first book pageant while Helena, Ark., repeated one of last year which was such a success that the board of directors declared it should become an institution.

Fort Worth, Tex. had Charles J. Finger to speak on Book Week, and the Meier and Frank Book Shop in Portland, Ore. had Theodore Harper and Shannon Monroe to autograph their books for boys and girls. Pupils of the Junior High School in Franklin, Mass., had a special assembly with a program including "Origin of Book Week"; recitation, "Books"; "The School Library"; "The Family Library"; "Life of Louisa May Alcott"; recitation, "What a Book Said."

Many stores and libraries arranged costume book parties but not all thought of requiring library cards as admission tickets as did Omaha, Neb.

One of the most effective displays was the reproduction on the cover of the October 11th *Outlook* of the Brubaker poster for Children's Book Week which the National Association of Book Publishers got out.

Various localities tackled Book Week from various angles. Richmond, Va., *Times-Dispatch* stressed international understanding thru sympathy with ideals of other people recognized in books. Cincinnati, Ohio, combined activities for Motion Picture Book Week and Children's Book Week by displaying children's books and moving picture editions. Saginaw, Mich., whose celebrations were under the direction of the American Legion combined a book costume parade with its Armistice Day parade.

Activities were not confined to this side of the Canadian border. The *Daily Star* of Toronto, Ont., conducted a contest for the best essay on "Earn a Book a Week" and Wendell Holmes, Ltd., of London, Canada, declared that 60 per cent of the public schools recognized Book Week in a tangible way.

The most important and wished for effect was the interest in carrying this activity in children's books thru all seasons. The National Association of Book Publishers has received numerous letters from organizations announcing their intention of making every week Book Week and keeping interest alive thruout the year.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt
EDITORS

R. R. BOWKER F. G. MELCHER

December 5, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Year Round Bookselling

WITH bookselling at the very busiest month of a banner year of the American booktrade, bookstore managers can take but little time until after the holidays to think of the plans for the year to follow, but the publishers, while just as anxiously waiting for final totals, are more completely released from 1925 problems and can begin to paint in the picture of a continuance of bookselling progress.

A report of Year Round Bookselling Promotion as conducted by the National Association of Book Publishers has just been made to its underwriters by J. W. Hiltman, chairman of the committee. It is a remarkable statement of far-reaching and effective work carried on with increasing effectiveness. It reports the expenditure of \$44,910 in 1925, and asks for an increase of subscriptions in order that the work may be still further broadened. With the report only a few days out, already letters have been flowing in with reassertions of publisher's confidence in the program and with renewals of subscriptions plus increases. In this enthusiasm is the surest prophecy of the continuance of the growth of 1925 in the next twelve months.

The Cost of Reading a Book

IF a man's time is estimated by the amount he receives per working hour, how much does it cost him to read a book? Statistics on this were used in a sales letter of the Codex Book Company,

Inc., in urging busy executives to read their volume on "Economic Control of Inventory," which, being but 100 pages in length, ought to save many dollars' worth of time to busy executives.

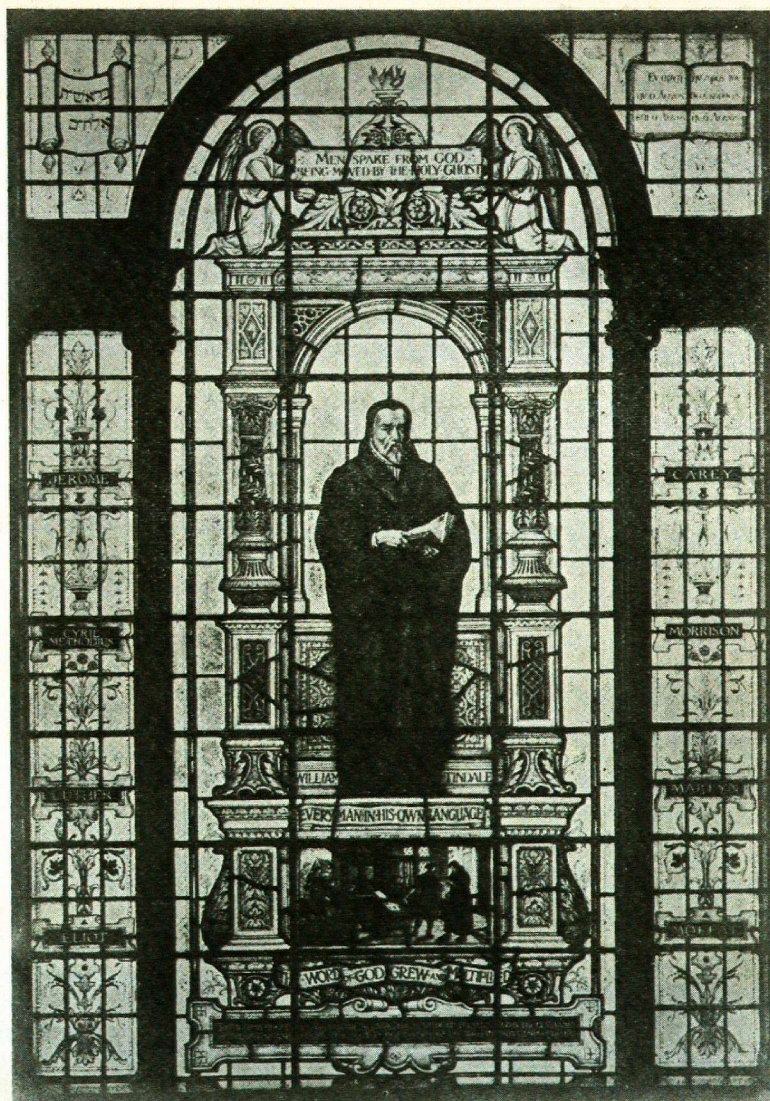
In making their statistics, they have found that the ordinary speed with which one reads a semi-technical book is about 4 words to a second. A 400 word page requires 1 2/3 minutes. If an executive works 300 days a year at \$20,000 a year and has productive, uninterrupted working hours of 6 hours a day, it would cost him \$30 to read a 100 page book, or \$150 to read a 500 page book. On the same scale, a person on a \$4,000 salary would take \$6 worth of time to read a 100 page book or \$30 worth of time to read a 500 page book.

That a compliment is paid to the author by the reader in spending this valuable number of minutes seems to be the chief deduction from these diverting figures. Some experimental studies have been made to see whether there could not be an increase in the rapidity of reading on the part of a graduate of the public school. Perhaps the time should be expended in teaching authors to write the same amount in less space, or even more likely it is, that bulk or time expended is not so important as the worth of the contents and how can we measure that? When it comes to business books, the executive who puts in an hour of reading a good volume makes his 6 hours of work so much more valuable that it is probably the most profitable thing he could do with his time.

Tyndale Honored by Yale

YALE, in honor of William Tyndale, who 400 years ago made the first English translation of the Bible, held last month an exhibition of the forty rarest and most important Bibles in the Yale Library. Dr. Charles A. Dinsmore of the Yale Divinity School lectured in Sprague Hall on Our Debt to William Tyndale. His lecture is quoted elsewhere in this number.

Among the notable exhibits was a copy of the first issue of the first edition, 1611, of the King James Version. Its predecessor, the favorite Bible of the Puritans, known as the "Geneva" or "Breeches Bible," was represented by a first edition, 1560. The



Stationers' Hall, London, contains this beautiful memorial window to William Tyndale, who 400 years ago first printed the New Testament in English. On Dec. 6th, Bible Sunday, universal honor is being paid to his memory.

Mathews Bible which, according to Andrew Keogh, Yale Librarian, is considered the true primary version of the English Bible; was on view in its original edition of 1537.

An exhibit of unusual interest to Americans was a New Haven Bible edited by Noah Webster, published here in 1883. The Library also showed the first edition,

1539, of Cromwell's Bible, ordered by Thomas Cromwell as the King's vice-regent "to be set up in the churches"; the original edition, 1568 of, the Bishop's Bible, a revision of Cromwell's supervised by the Bishops of England; and the original edition of the Douai Bible, 1610, the first complete Roman Catholic Bible in English.

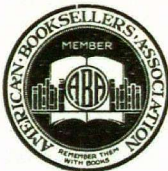
An A. B. A. Page

News and Notes of the American Booksellers' Association

Ellis W. Meyers

Executive Secretary

TO quote some of the publishers, "our first edition is almost exhausted." That is, our first run of one hundred thousand dodgers advertising the "books as gifts" idea thru the telegraphic delivery service has been pretty well bought out by our members. There are only a few thousand left in stock. Those of you who have not ordered had better do so now. This particular piece of advertising will not be reprinted. Price, twenty-five cents for each hundred—while they last.



The Executive Committee has adopted a new emblem for the Association. We believe it to be a great deal "livelier" than the old one, and it certainly gives a better idea of books and bookselling. It has been made up in a buff and brown decalcomanie window transparency, 7 inches in diameter—a very attractive piece of work. Electrotypes to be used on stationery or in advertising may also be had. Prices, decalcomanies, fifteen cents each, electros, fifty cents each.

Membership in a national association lends a certain amount of prestige and dignity to any business especially if the association's reputation is being built up thru national publicity. We are endeavoring to "sell the A. B. A." to the public. Are you taking advantage of our national publicity? Let the public know that you are a member. If you aren't one, it's time you were.

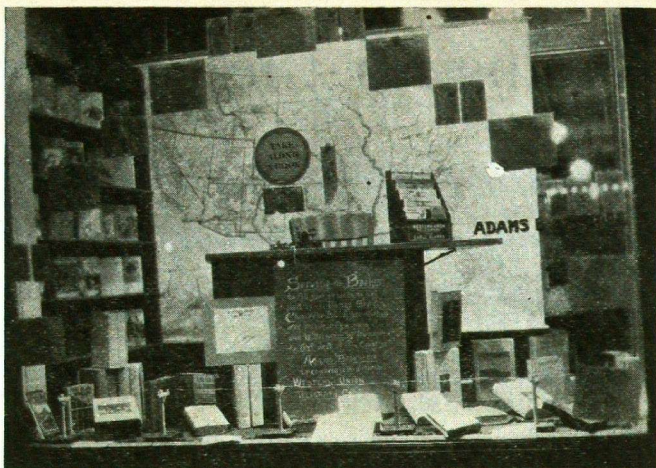
Probably more can be done by direct mail methods in selling books than in any other way. We have not forgotten the direct-by-mail department we promised the booksellers some time ago but have been so busy developing our first two plans that it is not ready as yet. We will, however get to work on it immediately after the holidays and will surely be ready to present it to the Convention at St. Louis next May. A systematic effort to develop business thru local mail solicitation is surely needed and the plan will allow the bookseller to use this advertising at a minimum cost without having to do any of the mechanical end of the work other than keep his mailing lists up to date.

Another effective method of selling books is to bring the customers and prospects into the shop thru newspaper advertising. We have recently gone over a

"We are the only members of the American Booksellers Association in this city."

A proud statement this, from the ad of L. W. McFarland of Adams Bookstore, Fall River, Mass. They have been stopping traffic in front of their store with the telegraphic window display, which is pictured here. The Western Union loaned them an operator's table, morse set and blank holder. As a background there is a map of the United States from which ribbons run to sample telegrams pasted on the window. A row of miniature telegraph poles and wires runs along the front and, of course, books are used on the sides and floor. A messenger boy in full uniform operates the dummy set for four hours each day, two in the morning and two each afternoon.

Adams Bookstore has circularized the entire city as has the Western Union and the Fall River papers have carried not only the paid advertisements but news items as well. "The Man About Town" writing for one of the newspapers there predicts that "There is bound to be some real business (for Adams) when the Christmas season is on."



*The Adams Bookstore Window Featuring the New
Telegraphic Delivery Service*

number of newspaper ads of bookstores and find a lot of them rather dull, that is, not "dressed up" enough to catch the eye of the person casually reading or turning the page. A small ad can be made most attractive. One doesn't necessarily have to buy a great deal of space. But, as it will be run on a page with other ads and reading matter—surrounded by print—something must be done to make it stand out.

In the first place too little is known about the use of "white space." Many of us feel that we ought to fill up the space we buy with print. In doing this we make the ad weak instead of strong. Its purpose is to attract people to the shop. To do this it must first attract the eye. While our regular customers may look for our advertisements, others do not, and we can take it for granted that our patrons, having been given our service at least once, will return to us.

We wonder if the booksellers would be interested in getting a series of mats to be used as "heads"—one, let us say for Children's Book Week, one for the Christmas holidays, Easter, going-away or bon voyage books, etc.—no two booksellers in any town to receive the same set. If there is a sufficient number interested, this service could be started and the mats furnished at cost. Write us and let us know. The "heads" would most certainly be a great help to everyone in newspaper advertising.

The following shops have been added to

our long list (printed in the November *Bulletin*) of members promoting the Telegraphic Delivery Service.

Greeley, Colo. Frank G. Schriver.

Hartford, Conn. Edwin V. Mitchell,
27 Lewis Street.

Hartford, Conn. G. F. Warfield & Co.,
77 Asylum Street.

New Haven, Conn. Edward P. Judd Co.
Chicago, Ill. Fanny Butcher, 75 East
Adams Street.

Boston, Mass. Hall's Book Shop,
361 Boylston Street.

Boston, Mass. Charles E. Lauriat,
385 Washington Street.

Boston, Mass. Bookshop for Boys & Girls,
270 Boylston Street.

Boston, Mass. Smith & McCance, 5 Ash-
burton Place.

Boston, Mass. Williams Book Store,
4 Milk Street.

Boston, Mass. Old Corner Book Store,
Inc., 50 Bromfield St.

Detroit, Mich. McCauley Bros., 1426
Farmer Street.

Portland, Ore. J. K. Gill Co.

Providence, R. I. The Booke Shop,
4 Market Square.

Providence, R. I. E. G. Billings, 46 Snow
Street.

Providence, R. I. R. L. James Book Com-
pany, 116 Union Street.

Providence, R. I. J. M. Talley, 505 West-
minster Street.

Seattle, Wash. Lowman & Hanford Co.

Buying for the Library

*The American Library Association is
Studying Methods of Improved Service*

C. Seymour Thompson

Director, Library Survey

EVERY business house has a buyer, or perhaps a purchasing department with a chief buyer at the head. How many buyers should a public library have, and who should the chief buyer be? This is a question that has received many different solutions in different public libraries, according to the facts gathered by the Library Survey which is now being conducted by the American Library Association. Solutions of the problem vary all the way from giving the librarian complete, unquestioned authority to the other extreme of having the Board of Trustees themselves act as buyers.

One librarian voices a mournful complaint against the policy of her board in withholding from her all authority to purchase any books for the library, altho as a matter of practice they necessarily buy mainly what the librarian recommends. Inasmuch as the librarian in this instance is a college graduate, who has also had post-graduate college work in English and has made the study of books her chief interest in life, there will be a good many who will sympathize with her in her feeling that the trustees should look to her as the library's chief buyer.

This instance is not a very isolated case for quite a number of libraries, especially in the smaller cities and towns, report that the trustees take a very active part in book selection. One library, for example, reports that all new fiction is read by members of the book committee of the trustees. Another library reports that most of the books are bought by one of the trustees or on his recommendation. In still another the president of the board buys entirely at his own discretion.

In a few cases outside co-operation is sought, and one librarian reports that for

a number of years the library had a book committee of twenty-eight members, one member being appointed by each organization in the city.

However, a great many of the smaller libraries, as well as most of the large institutions, consider their librarian as the buyer for the library. In most of these libraries the librarian naturally looks to the members of his staff for much assistance in the way of recommendations. In many libraries weekly meetings are held, either of all the members of the staff or of the heads of departments, for the discussion of new books and the decision on books to be bought.

Probably the best example of cooperation in book buying has been worked out by a group of librarians in the vicinity of Boston. These librarians, representing some twenty or thirty cities and towns, divide among themselves the entire output of fiction that is on sale at the Boston stores, each member undertaking to read and review certain books. The librarians meet once a week for the purpose of discussing these reviews. In this way each library gets the benefit of the work done by all of the others, and gets the consensus of expert opinion which is often so much more valuable than any one person's opinion alone. This cooperation has proved most effective in supplementing the help given to libraries by the American Library Association thru the publication of its monthly *Book-list*, and the lists issued by many of the state library associations.

The survey report will contain a careful study of the operation of all these various methods in different types of libraries, both large and small.

Selling New York

An Advertising Campaign to Sell New York as the Printing Center of the World

"TO sell New York City as the printing center of the world" is the purpose of a \$60,000 advertising campaign now being conducted for the New York Employing Printers' Association by James F. Newcomb & Co., Inc., of New York.

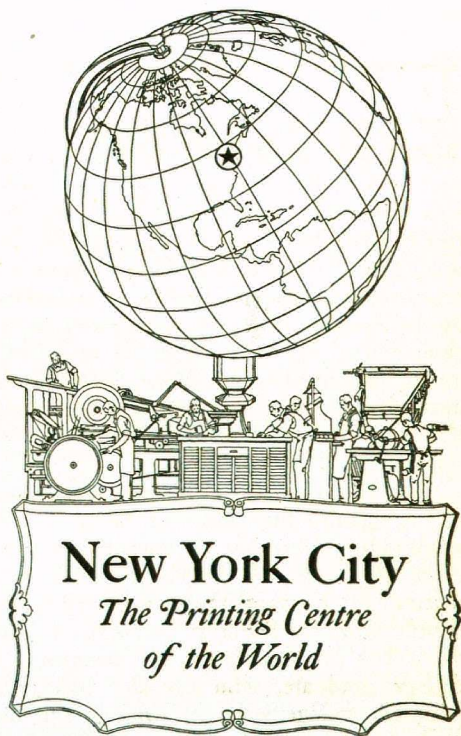
This campaign will bring the printing buyer and user of New York and vicinity in closer touch with the facilities of New York City. The campaign has been designed to accomplish this main objective:

"To build confidence and an understanding of the New York City printer in the mind of the New York City printing buyer, so that the buyer may utilize, to the fullest extent, the skilled advice, cooperation and creative ability of his New York City printer."

The attainment of this objective will lead to a better appreciation of the value which the printer has to offer and, as a consequence, will create more business for the printing industry of New York.

Previous to the planning of the campaign, an extensive investigation was carried on by the Marketing Committee of the Association thru the Bureau of Business Research of the New York University. This investigation considered both the printing industry itself and also the buyers and users of printing. It showed that the New York City printing buyer, because of a lack of confidence and understanding or because he has never been told properly, does not utilize to his advantage all the useful advice and knowledge available thru a New York City printer.

As a result of the investigation the points to be covered were clearly indicated. The next step was to lay out a campaign to acquaint the printing buyers in and near New York with these facts that have made New York City the Printing Center of the World:



Quality—from both an art and utility viewpoint.

Completeness—as evidenced by the most modern mechanical equipment.

Craftsmanship—as accomplished by men and management.

Service—as it should be understood and appraised.

The advertisements in this campaign appear on a planned schedule, thru the media of newspapers, trade papers and direct advertising. The direct advertising consists of twelve pieces and is being sent to twenty-five thousand business executives in and around New York City. Seventeen advertisements, taking large space, are appearing in the *New York Times*. There

will be thirty-six class journal advertisements. One and one-half million poster stamps are being used by members of the Association to tie-up their businesses with the campaign.

The entire campaign is designed to sell all kinds of printing, so that whatever branch of the printing industry one may represent, all will share alike in the opportunities the campaign creates.

Before each unit of the campaign appears, members of the New York Employing Printers' Association and their salesmen receive an advance copy, together with a brief outline explaining how they can tie-up their sales talk with this particular part of the campaign.

The purpose of the campaign is concisely expressed by Ernest F. Eilert, President of the United Typothetae of America, and a member of the Association's Marketing Committee, who said, "We are going to talk more printing and we are going to create it. The average man wants to pay the right price today, provided he knows what the right price is. New York can give the service better than any other city in the United States."

While the campaign is still in its infancy, it has already accomplished some very excellent results. Association members and their salesmen report that it is paving the way to a closer mutual understanding between them and the printing buyer. It has awakened the printing buyer to the realization that New York City is "the Printing Center of the World," and it is to his advantage to place confidence in the New York City printer.

Tools of the Bookseller

A BOOKLET of great value to the bookseller and also to any student of bookselling has just been issued by H. W. Wilson Company, publishers of the "United States Catalogs," and written by Halsey W. Wilson, himself. This is entitled "The Bookman's Reading and Tools," and outlines a systematic approach to the study of the profession. Mr. Wilson was a bookseller before he became a publisher of reference books and periodicals, and, besides that, he has a great breadth of knowledge of books outside and in.

In his talks on reading, he takes up, first, the question of the literary background of the bookseller, suggests where a bookseller can read to advantage and includes lists of books on the history and craft of book-making, the history and romance of book-selling, on book collecting, magazines and periodicals. The bibliography of this section will be valuable to anyone who is building up a reference collection.

As an introduction to the study of the present working tools of the bookseller, Mr. Wilson gives an interesting account of the beginnings of trade catalogs and of the appearance of the "American Catalog" and its great importance and of the development of the "United States Catalog," "The Trade List Annual," etc., and then supplies data about the similar catalogs of England, Germany, France and other nations.

Mr. Wilson says that bookselling is a profession as well as a business and that to the degree in which it is made professional it becomes more successful and demands the respect and support of critical patrons.

Such a booklet as this helps paint the picture of the field and makes it easier for the ambitious person to know where the material for study lies. Perhaps the most interesting statement of all in the booklet is the last sentence in the paragraph describing the progress and development of "The United States Catalog," which promises that a new fourth edition, which will carry the subtitle, "Books in Print, 1927," is in preparation. Publishers are now being asked for their very latest catalogs for the use of the editors, and during the next year an editorial staff will be at work preparing this all-important trade tool, the first complete summing up since 1912. There will be great changes to record, as so many books have gone out of print, changed prices or been put in entirely new form.

A NEW AND REVISED edition of the English "Handbook of the London Master Printers' Association" has just been issued. Its contents, which include London rates and conditions, agreements in force, etc., form a handy compendium of very useful reference matter.

In the Book Market

A \$2500 cash prize is offered by Edward J. Clode Inc. for a novel submitted between now and March 1, 1926. The judges are Grant Overton, fiction editor of *Collier's* and author of several books, Harry Hansen, of the Chicago *Daily News* and Edward J. Clode, publisher. In addition to the winning novel, which will be announced in May and published in June, 1926 all novels submitted will be considered for publication and terms will be offered for any which the publishers find desirable. The rules governing the contest will be sent on request by Edward J. Clode, Inc., 156 Fifth Avenue, New York City.



Nathalia Crane, young author of "*The Janitor's Boy*" and "*Lava Lane*," with the janitor's boy himself

FOR so many years January has been the month for starting big Zane Grey promotion that booksellers have come to count on this as part of their prospective sales totals. However, his publisher has often wondered what the effect would be if the rapid totals of December selling could serve as a preface to January promotion.

This year Harpers have decided to try an experiment with "*The Vanishing American*," an experiment which may also give an interesting index of how relatively important to the sales of a book are bookstore recommendation and display promotion.

The new book goes to all bookstores on December 1st, but the big advertising campaign backed by some unusual display features is to be saved wholly for January. What will bookstore display alone do for a new Zane Grey? That is the question that is propounded.

CAN the non-fiction market be made as responsive to popular prices as the fiction market has been? This is to be given a thoro testing out under the plan of the Garden City Publishing Company, Inc., Garden City, N. Y., which began a series of *Star Dollar Books* this month. There has been much comment in the trade on the fact that non-fiction has steadily gained in circulation and in relative proportion to the total volume of business done, and there has been much speculation as to whether the methods which have been applied to fiction by the reprint houses could be similarly applied to non-fiction. One of the

difficulties has been that non-fiction books are of quite varied size and style as to illustration so that it is not as easy to make them at uniform price as it is in the case of novels.

The price which is being set seems reasonable to booklovers and it enables the bookseller to have a Dollar Counter, a popular feature. The imprint under which this is being printed is the same as that which sponsored the fifteen cent paper books a couple of years ago. There are ten titles announced for December publishing, and two each for January and February. The titles have been selected from the lists of many publishers and include only one which is in the non-copyright field, Franklin's "*Autobiography*." Among the titles offered are Beebe's "*Edge of the Jungle*," Paine's "*Short Life of Mark Twain*," "*Mirrors of Washington*," Krehbiel's "*Book of Operas*," Werner's "*Barnum*." The size of the books will be $5\frac{3}{8}$ inches x 8, larger than the usual 12mo.



Library Survey Report

PREVAILING practice and noteworthy exceptions in the chief aspects of library administration and service will be covered in the first part of the Library Survey report to be issued in time for the American Library Association's 50th Anniversary conference, October 4-9, 1926, in Atlantic City and Philadelphia. This first part of the report will be published in one or two volumes. It will deal not only with public libraries but with university and college libraries also.

The Survey report will be based upon a careful analysis and tabulation of about 1500 questionnaires of 4000 questions each. Not all the questions were relevant to or were answered by any one library, but so bulky a document had to be prepared to get information which could be handled statistically from so many and such widely varying libraries scattered thruout the United States.

Of course the immense collection of facts thus gathered is of a very unequal practical worth, and the work of the Survey staff consists in eliminating the non-essential, as well as in tabulating and digesting the useful data.

"Decabibs"

PERCY BEACH, the Indianapolis bookseller, has invented, as a means of supplying diverting bookselling suggestions in his house organ, the word "Decabibs," which is a list of the ten books that a bookseller most enjoys selling. Among the many which he has printed was one from C. C. Parker of Los Angeles and another from Leonard Wells of the Powers Mercantile Company of Minneapolis:

C. C. Parker, Los Angeles, says:

"In response to your request I herewith submit the titles of the following ten books:

"The Private Papers of Henry Ryecroft." Gissing

"Ethan Frome." Wharton

"Lavengro." Borrow

"Romany Rye." Borrow

"Voltaire." Tallentyre

"Home Book of Verse." Stevenson

"Seven to Seventy." Simmons

"Crime of Sylvestre Bonnard." France

"John Marshall." Beveridge

"Travel Diary of A Philosopher." Keyserling.

"Of course this represents only a small number of favorite books in this store. Anything of Thomas Hardy's, or Joseph Conrad's, or John Galsworthy's we always advocate."

Leonard Wells of Powers Mercantile Company, Minneapolis, says:

"There is nothing that I would rather sell one copy a day of than the 'Bookmans' Manual' by Bessie Graham, because if we could do this, I think it would be the means of educating and creating an interest in the really worth-while literature of the ages and educating the present generation. My second choice would be the Bible, not from a viewpoint of religion but of literature. Then I would suggest the following:

"Sayings of Marcus Aurelius"

"Plato's Dialogues"

"Pepys's Diary"

"Boswell's Johnson"

Johnson's "Dictionary"

"Montaigne's Essays"

Wiggam's "New Decalogue of Science"

Barton's "Abraham Lincoln"

Walter Page's "Letters"

Beveridge's "Life of Marshall," and

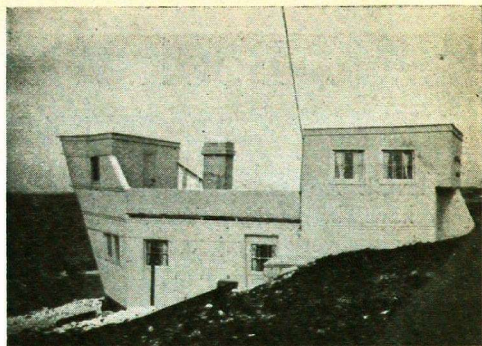
"Slippy McGee."

Book Display

BOOKSELLERS more and more seem to be searching for the best methods of presenting their wares, and much progress has been made in the design of counters, shelving and special cases. Recently a very interesting new type of display rack appeared in New York stores which held at an angle a single book, over which was the legend, "The Most Popular Book of the Day." This rack was made of a new material called "pyraglass," which, while unbreakable, has all the polish and beauty of a glass surface. The rack has attracted a good deal of attention and was used by booksellers to put some one volume to the front, with changing display from week to week. The manufacturer, whose principal business has been in other fields of advertising, is the Pyraglass Products, Inc., 156 East 45th Street, New York. The price is \$3.50.

London Strike Continues

THE strike in the London booktrade still continues, and, up to November 17th, when the last word was received, no negotiations were taking place. When the strike started with the request for 17/6 increase per packer, that increase was offered by Cassell, Hodder & Stoughton, Hutchinson, and the Religious Tract Society. These firms, being publishers of newspapers and magazines as well as books, were caught with an extra pressure, as so often has happened in the printing strikes in New York. In spite of the offer, the National Union of Book Workers struck their establishments, but in the third week this was accepted and those firms have now opened up again. A few small houses employing single packers conceded the increase, with the result that the wholesalers whose establishments are under embargo have refused to supply these firms, so that they are, as a matter of fact, worse off than if they had not conceded the increase. Some of the London publishers are putting in new staffs and are carrying on in this way as far as possible. Booksellers are relieving themselves of the books already delivered, but November publications are being held up,



A Sea Venture

ON December first Mary Ellen Hager opened a bookshop in Bermuda which can claim place among the curiosities of the bookshop world. The announcement cards carry at the top a linoleum print—a silhouette of a ship against splotches of bright red and blue. They read: "The Sea Venture, With a cargo of tea, toast and marmalade—And books for ballast, Anchored on the North Shore Drive—one mile from Hamilton." The location of the shop is just what they claim for it, anchored on the shore with windows that open out over the water. Miss Hager will remain in Bermuda until April 1 when Lesley Frost, of the Open Book Shop, Pittsfield, Mass., will take it with Miss Hager's partner, Elizabeth Atterbury, for that month.

More Art Study

A REAL increase in the teaching of art in the public schools on a broader and more comprehensive basis may well be the result of the gift of the Carnegie Corporation of the income on \$1,000,000 for scholarships and fellowships to insure an adequate supply of competent teachers in the arts. There will be \$48,000 available for these scholarships next year. This is supplemented by a fund of \$100,000 for the purchase of teaching equipment for departments of fine arts, and donations last May of \$360,000 to fine arts departments. Such a movement is likely to be followed by larger art libraries in preparatory schools as well as colleges, and improvement and extension in the field of art textbooks.

Book Week In China

Virginia S. Cowper

SINCE August 1st my mind and shop have been topsy-turvy, all because of the very lovely books brought out to the Orient this year by Mr. Snyder. Books are now arriving fast and we are trying to push the walls out, as it were, to make room for them, in fact fall books began to arrive here in October on some orders placed the latter part of July. I consider that very good service indeed from the publishers, and it is very encouraging to have them take such a deep interest in us who are so far from the base of supplies.

Unfortunately all of the service is not as good. There is one habit of which all of the booksellers here complain, that is the returning of orders to the Orient marked "Not our publication." We had a rush order for a very special customer which went to a wrong publisher but one of similar name. Our order came back in two months marked across "Not our publication." Could not the New York publisher have corrected the mistake for us as a trade courtesy?

This year we have much better space for Christmas stocks, the store rearranged and we are therefore very optimistic about the holiday season in spite of the present war scare. I have been particularly unfortunate having experienced my third war in one year and the worst strike in the history of China. I do not believe that the talk of boycotting English goods is going to hurt the sale of literature at all. Our Chinese customers may boycott other English goods, but our Chinese readers are so cultured that they would not permit any such movement to interfere with their buying the best the markets afford in literature. We are selling the Chinese plenty of books from our "Questions of the Day" section.

As for Children's Book Week, we are celebrating it for the first time to our knowledge in China. Upon receipt of Miss Humble's letter that she was starting some posters to me, I called at all of the book-

shops in town which carry children's books, and was delighted at the immediate response of the managers who were pleased to cooperate in any way they could. We are working on a scheme of grouping our advertising for the week, putting posters in the shops, etc., and best of all we have other agencies outside of the booktrade interested. Our Mr. Mortimer went out one morning and got all the banks lined up. He showed them the type of copy used as per the circular Miss Humble sent us, and in two instances they asked us to write the kind of copy we wanted and they would pay for it. I have approached the Rotary Club which has a meeting that week, fortunately, and if it is not a closed meeting I have been assured that something will be said about Children's Books and Children's Book Week. Dr. Drury of the Community Church has promised to write something about it in his Church Bulletin and I have approached him on the subject of his saying something about the movement during his service on November 8th. I do not know if he will do this but, as his service is broadcast and the people in the outports listen in, it would be very valuable.

The Chinese American Publishing Company is planning to have an essay contest, and the subject "The Book I Liked Best and Why" has been chosen. Prizes of books will be given. The November number of our paper *The Imprint* will be "The Children's Book Week Number," special editorials, etc., being carried on children's reading.

All of this will give you an idea of what we are trying to do in China. The firms cooperating in this movement are Kelly and Walsh, Edward Evans and Sons, Brewer and Company and The Chinese American Publishing Company. I am anxious to see what the birth of this new movement will bring forth. We hope to make it a larger thing next year when the folks of this town will have become accustomed to something new in the book publicity line.

Defends Tyndale's Translation

"WILLIAM TYNDALE is the only man who has left the stamp of his individuality on the English Bible," the Rev. Dr. Chas. A. Dinsmore, lecturer on Spiritual Content Literature in the Yale Graduate School, said recently in an address at Yale commemorating the 400th anniversary of the printing of the Bible in English.

"A hundred years before Shakespeare he proved the capacity of the English language to express the profoundest, sublimest truths in the simple tongue of the common people. Our religion and our literature owe to him a lasting debt," he added.

"Tyndale . . . gave to England the first vernacular translation of the New Testament from the original Greek, and much of the Old Testament from the Hebrew. He domesticated Hebrew idioms in the language of today, enriching our thought and speech with many of the characteristics of the Semitic mind.

"He set the standard of style which has made the English Bible a glory to our language, and influential in molding the best traditions of English literature. Altho he published only the New Testament, the Pentateuch, the book of Jonah, and had translated the Old Testament to the book of Chronicles when martyrdom ended his labors, yet he set an example of simplicity, vigor, dignity and melodious rhythm of speech so excellent that the scholars who came after him have worked according to his pattern and up to his level.

"In 1525 our language was in an unformed state. No great book had set our methods of speech in permanent fashion. Tyndale, by putting the fluid English of his day into a book read by all, established a standard which did much toward fixing the molds of our native tongue. So well did he do this that only twelve Teutonic words which he used in his works have become obsolete since his day.

"Our Bible contains 80 per cent of Tyndale's Old Testament and 90 per cent of his New Testament translation. After him came the gentle Coverdale, who made the first complete translation of the Scriptures.

"In the past twenty-five years some twenty-five translations of the New Testament have been issued. The plea of these modern scholars is that . . . the rhythm and dignity of the English Bible have no equivalent in the original Greek, which is colloquial, therefore the English translation should be colloquial to produce the effect made on the first readers.

"The strong Son of God stands at the tomb of Lazarus, whom He loved. To portray the Eternal Word touched with the sorrows of death is a most difficult artistic problem. Tyndale translates this 'Jesus wept.' In two words we have an unforgettable picture and feel a pathos that is too deep for expression. Our latest and most advertised version improves Tyndale by stating 'Jesus shed tears.' "

Wanamaker's Book Week

THE annual book week programs of John Wanamaker in New York were held this year the week of November sixteenth. The program was under the honorary chairmanship of Heywood Broun and under the auspices of the *Saturday Review of Literature*. Chairmen for the various days included Mr. Broun, Christopher Morley, May Lamberton Becker, Henry S. Canby, and John Farrar. Those appearing included William Rose Benét, Padraic Colum, R. Emmett Kennedy, Thyra Samter Winslow, John Macy, Don Seitz, Anita Loos, Nathalia Crane, Joseph Auslander, Elinor Wylie, John V. A. Weaver, Clement Wood and Dr. Sigmund Spaeth, with his Ritz Quartette who sang Barber Shop Ballads. After the recent discussion by Edwin Markham of Nathalia Crane's poetry much interest centered around her reading from her two books, "The Janitor's Boy" and "Lava Lane," both published by Seltzer. On several of the programs there was a dialog "Anatole France and His Secretary" which was presented by J. B. Lippincott Co. and enacted by two members of the Yale Dramatic Society. Probably the most inspiring moments of the program were those when Joseph Auslander, who had neglected to bring his volume of poems "Sunrise Trumpets" (Harper) read from Rostand's "Cyrano de Bergerac," and the audience, silent for a moment after he had finished, burst into enthusiastic applause.

Obituary

GEORGE D. SPROUL

GEORGE D. SPROUL, who for a number of years was connected with the subscription book business in New York, died on November 23rd in Phoenix, Arizona, where he resided for the last two years. He was 59 years old. About fifteen years ago, his affairs received considerable publicity as the result of law suits following contracts to pay for a thirteen-volume set of Dickens planned on a quixotic model, at a thousand dollars a volume. When seven of these were issued, the scheme fell thru, leaving the promoter widely discredited for his daring.

Notice to Publishers

THE Mid-Winter Index number of the *Publishers' Weekly* will be issued January 2nd.

Lists of new books published during the late autumn, or to be published during the winter up to March 1st, should be sent in duplicate to be entered. No charge for listing.

Do not include titles that appeared in the Fall Announcement Index.

Canadian Book Production

CANADIAN BOOK WEEK, which was observed all over the provinces from November 15th to 21st, brought a great deal of newspaper and magazine publicity to Canadian authorship and Canadian publishing. The *Montreal Gazette* published a list of books of Canadian authorship, which includes 26 titles in the list of biography and travel, headed by such a notable work as "The Life of Sir William Osler"; fiction, 39 titles including books by Frank L. Packard, Arthur Stringer, Ralph Connor, Basil King, Martha Ostenso, Arthur Heming, E. Barrington, and L. Adams Beck, Harriet T. Comstock, Gilbert Parker and J. Murray Gibbon; 8 volumes of essays and belles lettres; 7 children's books; 5 in the religious field; 11 in poetry and drama.

Personal Notes

NATHANIEL MCCARTHY, pioneer Minneapolis bookseller, is in a critical condition at St. Luke's Hospital, Duluth, as the result of a fall. Mr. McCarthy's skull was fractured when he fell as he stepped from an automobile, Wednesday. He has not regained consciousness and his condition is critical but physicians hope for ultimate recovery.

BURTON E. STEVENSON, librarian of Chillicothe, O., and well-known as an author and anthologist, has accepted an appointment to be the librarian of the American Library in Paris succeeding W. Dawson Johnston, resigned. The nomination for this office is made by the Executive Board of the American Library Association, and the election is by the Board of Trustees of the American Library in Paris. Mr. Stevenson was director of the Library War Service of the A. L. A. in 1918-20. He sails for France in January. This library is an important outpost in Europe for American writings and American books and as such is of interest to American authors and American publishers.

JOHN A. BELL, formerly of the John Lane Company and then of the Century Company, has joined the sales organization of Alfred A. Knopf, Inc.

Business Notes

CHICAGO.—V. F. Simon has opened a book, gift and antique shop at 6401 North Clark Street.

DENVER, COLO.—Mrs. N. G. Johnson has started a bookshop at 2033 East 13th Street.

GREAT NECK, L. I., N. Y.—Helen Lowitt has started a shop at 40 Middle Neck Road called "Magic Circle Book Shop."

KIRKWOOD, MO.—A new branch of the William Harvey Miner Company, Inc., has opened at 216 North Kirkwood Road.

PUNTA GORDA, FLA.—Marina E. Richardson has added a small book department to the Wander-In-Gift Shop.

TARRYTOWN, N. Y.—Ruth Dunning is opening, at 4 Bird Ave., a gift shop with a book department and circulating library.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Charles D.

Howard Pyle: a chronicle; introd. by N. C. Wyeth. 268p. il. (pt. col.) O c. N. Y., Harper bds. \$5
The biography of a well-known American artist, enriched by personal letters and further enlivened by a lavish use of Pyle's drawings as illustrations.

Ashby, Dr. Thomas

Turner's visions of Rome. 32p. il. (pt. col.) Q '25 N. Y., Minton, Balch bds. \$5

Bauer, Marion, and Peyser, Ethel

How music grew, from prehistoric times to the present day. 621p. (4p. bibl.) il. D c. N. Y., Putnam \$4.50

Bedford, Herbert

Robert Schumann: his life and work. 277p. front. (por.) D (Masters of music) c. N. Y., Harper \$1.50

Bellerby, J. R.

Monetary stability. 190p. O '25 [N. Y., Macmillan] \$2.50

Beman, Lamar Taney, comp.

Proportional representation. 149p. (10p. bibl.) D (Reference shelf, v. 3, no. 5) '25 N. Y., H. W. Wilson 90 c.

Bond, Otto Ferdinand

The sounds of French. 70p. D [c. '25] Chic., Univ. of Chic. Press \$1.25
An elementary phonetic manual.

Bosner, George A.

The world's best humor. 319p. il. D c. Phil., Penn \$2
A classified compilation of jokes from many sources.

Alexander, John

The surgery of pulmonary tuberculosis. 356p. (19p. bibl.) il. diags. O '25 Phil., Lea & Febiger apply

Anonymous

Manual for the children of Mary Immaculate. 189p. T '25 N. Y., Benziger Bros. 60 c.

Bryans, Edith Ama

Thorns; the joyful mystery of pain. 126p. D '25 N. Y., Longmans \$1.65

Bryant, John M., and Correll, James A.

Alternating-current circuits. 405p. il. O '25 N. Y., McGraw-Hill \$4

Bullock, Shan F.

The Loughsiders. 289p. D [n.d.] N. Y., Dial Press \$2

This novel of northern Ireland before the revolution was winner of the £250 prize offered by Harrap, the English publisher.

Carruthers, Frank

Terror Island. 319p. D [c. '25] N. Y., Chelsea House \$2

A man and a woman are marooned on a volcanic island in the Pacific.

Coffin, Charles Carleton [Carleton, pseud.]

Old times in the colonies [new ed.]. 422p. il. (col. front.) O '25 c. '80-'22 N. Y., Harper \$2.50

Comstock, Lynn M.

Modern retail methods, records and accounting. 534p. il. Q c. N. Y., U. S. Corp. Co., 150 B'way buck. \$10

Connolly, Margaret

The life story of Orison Swett Marden, a man who benefited men. 341p. il. O [c. '25] N. Y., Crowell \$3

The biography of the former editor of *Success*, who was also the author of many inspirational books.

Corder, Frederick

Ferencz (François) Liszt. 189p. (2p. bibl.) front. (por.) D (Masters of music) c. N. Y., Harper \$1.50

A biography, and a study of the methods and achievements of Liszt.

Bailey, C. H.

The chemistry of wheat flour. 324p. il. O (Amer. Chem. Soc. monograph) c. N. Y., Chemical Catalog Co. \$4

Brown, Hugh A., and Keener, Charles A.

Radio telephone modulation. 49p. il. O (Eng. exper. sta. bull. 148) '25 Urbana, Ill., Univ. of Ill. pap. 30 c.

Dale, Edward Everett, ed.

Lafayette letters. 61p. il. O c. Oklahoma City, Okla., Harlow Pub. Co. \$2.50

Letters, many in facsimile, written by Marquis de Lafayette, and his son, George Washington Lafayette, most of them addressed to Capt. Francis Allyn of the "Cadmus," the boat that brought the Lafayettes on a visit to this country in 1825.

Droege, John A.

Freight terminals and trains; 2nd ed. 567p. il. O '25 N. Y., McGraw-Hill \$6

Dutton, Henry Post

Business organization and management. 559p. (4p. bibl.) O c. Chic., A. W. Shaw flex. fab. \$6

Fitz-Gerald, S. J. Adair

The story of the Savoy opera in Gilbert and Sullivan days. 259p. il. D '25 N. Y., Appleton \$2

Foster, R. F.

The body in the shaft. 271p. D c. N. Y., Siebel Pub. Corp. \$2

Ravenhill, a young reporter-detective, investigates the mysterious death of a big-game hunter whose body was found hanging in a dumb-waiter shaft.

Frankenstein, Alfred V.

Syncopating saxophones. 103p. il. D c. Chic., Robt. O. Ballou bds. \$2

The author, who plays the bass clarinet in the Civic Orchestra of Chicago, asserts that the "jazz orchestra of today is a perfect thing, as perfect in its field as a large symphony orchestra."

Gentleman with a Duster

The state of England; conditions political, financial, industrial and social, 1925. 149p. O c. N. Y., Putnam \$1.75

The author believes that Great Britain is upon the verge of a moral and economic collapse.

Gershenson, M. O.

The key to faith; tr. by Herman Frank. 156p. D c. N. Y., Macmillan \$1.50

Dealing with the religious conceptions of the Old Testament.

Gladys Peto's children's book, The. 142p. il. (pt. col.) O '25 N. Y., Warne bds. \$2

Child labor amendment, The. 150p. (14p. bibl.) O (Univ. of Tex. bull., no. 2529) '25 Austin, Tex., Univ of Tex. pap. apply

Clark, Elmer Talmage

Thy kingdom come; an historical study of stewardship and missions. 156p. (bibl.) D c. Nashville, Tenn., Cokesbury Press pap. 50c.

Clason, George S., ed.

Character read on sight. 64p. il. S (Nutshell lib.) c. '25 Chic., Nutshell Pub. Co., 228 W. Superior St. bds. 50c.

Crawford, Robert Platt

These fifty years [history of the College of Agriculture]. 18p. il. O (Agric. exper. sta. circ. 26) c. Lincoln, Neb., College of Agriculture, Univ. of Neb. gratis

Croquet; rules of the game. various p. diagrs. S (Spalding's athletic lib. no. 119R) '25 N. Y., Amer. Sports Pub. Co. apply

Goldberg, Isaac

The man Mencken. 402p. (bibl. footnotes) il. O c. N. Y., Simon & Schuster \$4

A critical biography of the editor of *The American Mercury*, including many of his letters, early poems, stories and fugitive writings.

Greer, Guy

The Ruhr-Lorraine industrial problem. 348p. (3p. bibl.) D (Inst. of Economics investigations in internat'l economic reconstruction) c. N. Y., Macmillan \$2.50

A study of the economic interdependence of the two regions and their relation to the reparation question.

Gruber, Levi Franklin, D.D.

What after death? 253p. D c. Burlington, Ia., Lutheran Literary Bd. \$2

Harden, Maximilian

I meet my contemporaries; tr. by William C. Lawton; introd. by Hon. James W. Gerard. 293p. front. (por.) O c. N. Y., Holt \$4

Essays by the German critic and editor of *Die Zukunft* on Woodrow Wilson, Lloyd George, Clemenceau, and other interesting personalities.

Hill, John Wesley

If Lincoln were here. 117p. front. (por.) D c. N. Y., Putnam \$1.25

Applying Abraham Lincoln's principles to present day problems.

Hill, Owen Aloisius

Charity and our three vows. 389p. D '25 St. Louis, B. Herder \$2

Hughes, Ray Osgood

Community civics [rev. ed.]. 668p. il. maps diagrs. D [c. '17-'25] Bost., Allyn & Bacon \$1.25

Hume, Martin Andrew Sharp

The courtships of Queen Elizabeth. 412p. (bibl. footnotes) front. (por.) O [n. d.] N. Y., Brentano's \$4

A history of the various negotiations for her marriage.

The love affairs of Mary Queen of Scots; a political history. 500p. (bibl. footnotes) front. (por.) O [n. d.] N. Y., Brentano's \$4

Crumbine, Samuel J., M.D.

Advancing the cause of child health; report to the American Child Health Ass'n for 1925 by the General Executive. 21p. (bibl. footnotes) O '25 N. Y., Amer. Child Health Ass'n, 370 7th Ave. pap. apply

Goold, Marshall N.

Good will among men; a Christmas service for all the church. 18p. O [c. '25] Bost., Pilgrim Press pap. 8c.

Gonnerman, Harrison F., and McKesson, C. L.

Studies of curing concrete in a semi-arid climate. 37p. (2p. bibl.) il. diagrs. O (Bull. 15) '25 Chic., Structural Materials Research Lab., Lewis Inst. pap. apply

Gregory, George Craghead

Forms for Virginia and West Virginia annotated; 2nd ed. rev. and enl. by Manley P. Caldwell. 1437p. O '25 Charlottesville, Va., Michie Co. apply

Humphrey, Grace

Children of necessity; stories of American inventions. 331p. il. D [c. '25] Indianapolis, Bobbs-Merrill \$2

Stories for children about the invention of such everyday objects as the telephone, typewriter, etc.

Iconoclast, pseud. [Mrs. Mary Agnes Hamilton Adamson]

Margaret Bondfield. 191p. front. D '25 N. Y., Seltzer \$2

A biography of the first woman to serve in the British Government.

International library of music for home and studio, The; ed. by Charles Dennée; 16 v. 4900p. il. Q [c. '25] N. Y., University Society, Inc., 44 E. 23rd St. \$89

Jacob, Fred

Day before yesterday. 319p. D [c. '25] [N. Y., Macmillan] \$2.50

A novel of Canadian life in a small Ontario village of the '80's.

Jean Baptiste Camille Corot; foreword by John Norris [portfolio]. no p. il. (col.) O (Portfolios of great masters) '25 N. Y., Minton, Balch bds. \$2.50

Jehlicka, Rev. Francis

Graded catechism. 239p. D [c. '25] N. Y., W. H. Sadlier 55 c.

Johnsen, Julia E., comp.

Academic freedom. 110p. (14p. bibl.) D (Reference shelf, v. 3, no. 6) '25 N. Y., H. W. Wilson 90 c.

Jome, Hiram L.

Economics of the radio industry. 349p. (bibl. footnotes) map. diagrs. O c. Chic., A. W. Shaw flex. fab. \$5

Kleiser, Grenville

Training for authorship; a complete course in the writers' art. 612p. O c. N. Y., Funk & Wagnalls \$6

Hibbard, Addison

South in contemporary literature. 46p. O (Univ. of N. C. extension bull., v. 5, no. 8) '25 Chapel Hill, N. C., Univ. of N. C. pap. 50 c.

Hitchcock, Frederick Hills

How to build a good book from your manuscript; containing suggestions of value for authors and others whose works are ready for printing or in course of preparation. 63p. il. D [c. '25] N. Y., Braunworth & Co., 105 W. 40th St. bds. 50 c.

Holler, Homer Denison

A method of studying electrode potentials and polarization. various p. il. diagrs. O (U. S. Bureau of standards, scientific paps., no. 504) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Holman, Herbert Paul

Painting on the farm. 35p. O (Farmers' bull. no. 1452) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Hughes, Rev. Meredith Jones

Conspectus of the Revised lectionary. 104p. D '25 N. Y., Macmillan apply

Lagerlöf, Selma Ottiliana Lovisa

The wonderful adventures of Nils; tr. by Velma Swanston Howard; school ed. 438p. il. D '25 c. '07 Garden City, N. Y., Doubleday \$2

Lockwood, Sarah M.

Antiques. 161p. (bibl.) il. O c. Garden City, N. Y., Doubleday \$3.50
A practical outline of early American furniture.

Lucie Attwell's children's book, The. 128p. il. (pt. col.) O '25 N. Y., Warne bds. \$2

McMillan, Mary

Massage and therapeutic exercise; 2nd ed. 331p. il. diagrs. D [c. '21, '25] Phil., Saunders \$2.50

Marble, Fred E.

Marble's round the world travel-guide. 460p. il. maps S [c. '25] N. Y., Harper flex. fab. \$5

Complete information on transportation by sea, land and air, together with the best itineraries to follow, historical sketches of the places to be visited, etc.

Marquand, Allan, and Frothingham, Arthur Lincoln

A text-book of the history of sculpture; new ed. 317p. (bibls.) il. D (College histories of art) '25 c. '96, '11 N. Y., Longmans \$2

Meyer, Adolf, ed.

Birth control, facts and responsibilities; a symposium. 157p. D '25 Balt., Williams & Wilkins \$3

Miltner, Charles C.

Progressive ignorance; a little book of familiar essays. 98p. O '25 St. Louis, B. Herder 90 c.

Morse, Withrow

Applied biochemistry. 958p. il. O '25 Phil., Saunders \$7

Müller, Margarethe, and Wenckeback, Clara

Glückauf; a first German reader. 316p. il. map (col.) S [c. '01, '25] Bost., Ginn \$1.20

Irving, Washington

The legend of Sleepy Hollow printed in the advanced state of Pitman's shorthand, new era ed. 68p. S [n. d.] N. Y., Pitman pap. 30 c.

Jones, E. Lester

Earthquake investigation in the U. S. 30p. il. D (U. S. coast and geodetic survey, serial no. 304) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Long, Richard C.

Brazil: An economic review by states. 34p. O (Trade information bull. no. 349) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

McCarthy, John Russell

These waiting hills. 73p. front. (col.) O '25 Los Angeles, Cal., Times-Mirror Press apply

McCotter, Rollo Eugene, M.D.

Dissection methods in anatomy; an outline of dissection designed for students of medicine and dentistry at the University of Michigan; 3rd ed., rev. 148p. diagrs. D c. Ann Arbor, Mich., G. Wahr apply

Naylor, Charles Wesley

God's will and how to know it. 192p. front. (por.) D (Christian life ser.) [c.'25] Anderson, Ind., Gospel Trumpet Co. \$1

O'Laverty, Rev. Hugh

The living presence; the intrinsic value of the Blessed Eucharist. 156p. D [c.'25] N. Y., P. J. Kenedy \$1.75

Osborne, William F.

Power plant lubrication. 275p. diags. D '25 N. Y., McGraw-Hill \$3

Overman, James Robert

Principles and methods of teaching arithmetic. 347p. (3p. bibl.) il. diags. D [c.'25] Chic., Lyons & Carnahan \$1.60

Palmer, Claude Irwin, and others.

Solid geometry, revised. various p. diags. D [c.'18, '25] Chic., Scott, Foresman \$1.20

Paues, A. C., ed.

Annual bibliography of English language and literature; v. 5, 1924. 164p. O '25 [N. Y., R. R. Bowker Co.] pap. \$2

Peabody, Josephine Preston [Mrs. Lionel Simeon Marks]

Diary and letters of Josephine Preston Peabody; ed. by Christina Hopkinson Baker. 352p. il. O c. Bost., Houghton \$4.50

Extracts from the diary and letters of Josephine Preston Peabody from her sixteenth year to her death at forty-eight, revealing her poet thoughts and ambitions, the arts she loved and the joys she created for herself.

Percy, Edward

Merry Widow Welcome, or The Treasure hunters; an early Victorian frolic. 27p. D c. '24 N. Y., S. French pap. 30 c.

Platt, Frank C.

Is the farmer going bankrupt? 111p. O c. '25 Painted Post, N. Y., Author \$1.50
The farm problem in this country presented by a farmer.

Playne, C. E.

The neuroses of the nations. 464p. O [c.'25] N. Y., Seltzer \$5

Deals with the neuroses of Germany before and during the World War and with the neuroses of France.

Markham, Edwin, ed.

Foundation stones of success; 10 v. [pub. for Child Conservation League of Amer.]. various p. il. O '25 Chic., Howard-Severance Co., 205 W. Monroe St. apply

Marvel, Josiah

The general corporation law of the state of Delaware annotated with all decisions construing the law; and the statutes of the state of Delaware pertaining to receiverships with digest of decisions; 2nd ed. 253p. O '25 c. '23, '25 Wilmington, Del., Corp. Service Co., Equitable Bldg. apply

Marvin, Charles Frederick, and Day, Preston Clairs-ville

Normals of daily temperature for the U. S. 89p. maps Q (Monthly weather rev., suppl. no. 25) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Prescott, William Hickling

The correspondence of William Hickling Prescott, 1833-1847; transcribed and ed. by Roger Wolcott. 712p. (bibl. footnotes) front. (por.) O c. Bost., Houghton \$7.50
The letters of an American historian, edited by his great-grandson.

Proctor, Henry Hugh

Between black and white; autobiographical sketches. 200p. il. D [c.'25] Bost., Pilgrim Press \$1.50

The life story of one of the leaders of the colored people of this country; he is now pastor of the Nazarene Congregational Church, Brooklyn, N. Y.

Proctor, William Martin

Educational and vocational guidance; a consideration of guidance as it relates to all of the essential activities of life. 367p. (bibls.) D (Riverside textb'ks in educ.) [c.'25] Bost., Houghton \$2

The author is associate professor of education in Leland Stanford Junior University.

Quackenbush, Alice T. A.

All in a garden fair. 112p. col. front. D c. N. Y., A. T. De la Mare bds. \$2
Expressing the delight that all true garden lovers find in their garden.

Rich, Frank Merritt

Projects for all the grades. 215p. il. D c. Chic., A. Flanagan \$1.25
Containing 163 practical projects in all subjects taught in the grades.

Roget, Peter Mark

Thesaurus of English words and phrases; enl. by John Lewis Roget; new ed. rev. and enl. (1925) by Samuel Romilly Roget. 737p. front. O '25 N. Y., Longmans \$2.50

Ruckstull, F. W.

Great works of art and what makes them great. 571p. il. O c. N. Y., Putnam \$5
Revised reprint of article published in *The Art World*, 1916-1918.

Ryan, Kathryn White

Golden pheasant; poems. 94p. D c. N. Y., Putnam \$2

Scott, Evelyn, and Scott, C. Kay

In the endless sands; a Christmas book for boys and girls. 391p. il. (col.) D [c.'25] N. Y., Holt \$2
The story of Jackie and Fatma is laid in the Sahara Desert.

Mohler, Fred Loomis

Critical potentials associated with excitation of alkali spark spectra. various p. il. diags. Q (U. S. Bureau of standards, scientific paps. no. 505) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Moomaw, Leroy

Tillage and rotation experiments at Dickinson. Hettinger and Williston, N. D. 23p. il., diagr. Q (U. S. Dept. of agri. bull. no. 1293) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Odum, Howard W.

Sociology and social problems. 32p. S (Reading with a purpose) c. Chic., Amer. Lib. Assn. 50c.; pap., 35c.

Richardson, Charles Howard

The oviposition response of insects. 18p. (4p. bibl.) O (U. S. Dept. of agri. bull. no. 1324) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. 5c.

Slater, Francis Carey

The shining river. 315p. D '25 N. Y., Longmans \$2.25

A tale of adventure in South Africa of the early eighties.

Smith, Hilda Keel

Blackboard story-telling; self-instruction drawing, applied action, animal characteristic. 167p. il. D c. Chic., Rand, McNally \$1.75

Smith, Oliver Saxton

Smith's arithmetic of business. 500p. diagrs. D [c.'25] Chic., Lyons & Carnahan \$1.48

Smith, Oswald J.

The man God uses. 133p. D [c.'25] N. Y., Christian Alliance Pub. Co. 85 c.; pap., 35 c.

Southwick, E. L.

Eyes that see not. 311p. D c. N. Y., Siebel Pub. Corp. \$2

A novel in which all the characters are blind to the complications of the life in which they are a part.

Sparhawk, Frances Campbell

Whittier at close range. 181p. il. D c. Brookline, Mass., Author, 12 Kent St. \$2

Intimate glimpses of Whittier's life and character, as seen by the daughter of his physician and close friend.

Steiner, Jesse Frederick

Community organization; a study of its theory and current practice. 405p. (bibls.) D (Social workers' lib.) c. N. Y., Century \$2.25

Taylor, W. G. Langworthy

The saddle horse; his care, training and riding. 279p. il. diagrs. O c. N. Y., Holt \$2

Wallace, William

Richard Wagner as he lived. 323p. (bibl. footnotes) front. (por.) D (Masters of music) c. N. Y., Harper \$1.50

Walpole, Horace

The castle of Otranto; The mysterious mother [lim. ed.]. 306p. il. (col.) nar. Q '25 Bost., Houghton \$12.50

Warde, Frederic

Bruce Rogers, designer of books. 89p. il. O c. Cambridge, Mass., Harvard Univ. Press \$3

A monograph on an American typographer with a list of books printed under his supervision.

Waters, Henry Jackson, and King, Franklin George

Animal husbandry. 554p. (bibls.) il. (pt. col.) diagrs. D [c.'25] Bost., Ginn \$1.72

Watt, Homer Andrew, and Munn, James B.

Ideas and forms in English and American literature. 1228p. (bibls.) O [c.'25] Chic., Scott, Foresman \$4

An anthology for use in introductory courses in college English, to emphasize types of writing, rather than historical development.

Webster, Hutton

History of the modern world [rev. ed.]. 891p. (10p. bibl.) il. (col. front.) maps (pt. col.) diagrs. D [c.'20, '25] N. Y., Heath \$2.24

White, William Alanson

Essays in psychopathology. 150p. (bibl. footnotes) O (Nervous and mental disease monograph ser. no. 43) c. N. Y., Nervous & Mental Disease Pub. Co. bds. \$2.50

Williams, Michael, i.e. Charles Michael

The Little Flower of Carmel. 103p. front. (por.) [c.'25] N. Y., P. J. Kenedy \$1.25

An appreciation of the Little Flower of Jesus.

Williams, William Carlos

In the American grain. 235p. O c. N. Y., A. & C. Boni \$3

Twenty studies of personalities ranging from Red Eric and Christopher Columbus to Lincoln.

Wilm, Emil Carl

The theories of instinct; a study in the history of psychology. 202p. (bibl. footnotes) O c. New Haven, Conn., Yale \$2.50

The author is professor of philosophy in Boston University.

Saccardo, P. A.

Sylloge fungorum; v. 23. various p. '25 N. Y., G. E. Stechert \$20; pap., \$18

Sargent, Rachel Louisa

The size of the slave population at Athens during the fifth and fourth centuries before Christ. 136p. (2p. bibl.) O (Univ. of Ill. studies in the social sciences, v. 12 no. 3) [c.'25] Urbana, Ill., Univ. of Ill. pap. \$1.75

Story of cloth (The), compiled as a practical handbook for men who sell men's clothing. 37p. (bibl.) front. (col.) Q [c.'25] Rochester, N. Y., Hickey-Freeman Co. bds. \$1

Sully, Clifford

Mistaken identity. 15p. (bibl. footnotes) D '25 N. Y., Longmans pap. 20c.

Thomason, John Furman

The foundations of the public schools of South Carolina. 238p. D c. Columbia, S. C., State Co. \$2

Titheradge, Dion

From the prompt corner. 75p. O (French's acting ed. no. 1932) c. '25 N. Y., S. French pap. 75c.

Townsend, James Swinton

Ginning Pima cotton in Arizona. 12p. il. O (U. S. Dept. of agri. bull. no. 1319) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. 10c.

U. S. Bureau of Reclamation

Federal irrigation projects. 50p. il., map O '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. apply

Wilbur, Roy Lyman

An address delivered before the College of Medicine, March 11, 1925. 16p. O '25 Urbana, Ill., Univ. of Ill. pap. gratis

Wilmot, Mabel E.

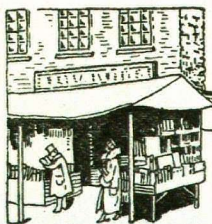
Lady of the lake. 46p. D (Guides to Eng. classics) c. N. Y., Globe Bk. Co. pap. 20c.

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löf, S. \$2 Doubleday
- World's best humor, The. Bosner, G. A. \$2
Penn



Old and Rare Books

Edited by Frederick M. Hopkins



IT is reported that the fifth copy of the first edition of Poe's "Tamerlane and Other Poems," Boston, 1827, recently discovered by Goodspeed of Boston was sold for upwards of \$15,000.

A FIRST edition of Housman's "A Shropshire Lad," was recently sold to a collector in this city for \$400, which undoubtedly is the high record price for this rare book of verse up to the present date.

ALREADY "The Diaries of George Washington," edited by John C. Fitzpatrick, and published by Houghton Mifflin Company, have gone into their third printing and the strong demand for this great item of Americana still continues.

THE first edition of the authorized narrative of the "First World Flight" was sold out in advance of publication day, and the publishers, Houghton Mifflin Company, have ordered a new printing. The wide interest in the air service is apparent in the sale of this book.

A. EDWARD NEWTON, famous as an author and bibliophile, whose latest volume is "The Greatest Book in the World and Other Papers," has been elected a vice-president of the Pennsylvania Library Club for 1925-1926.

THE Centaur Press of Philadelphia announces the immediate publication of "Reflections on the Death of a Porcupine

and other Essays," by D. H. Lawrence, in a limited edition of 925 copies, printed from type. The book contains 250 pages and is bound in brilliant French boards.

LIBRARY sets of esteemed authors, rare first editions, extra-illustrated works, autographs of celebrities, and other desirable books and manuscripts, including the library of Mrs. Charles MacNeil of this city, also a further portion of the collection of autograph letters of Bret Harte consigned by his grandson, will be sold at the American Art Galleries, December 11.

RARE Americana, including books, pamphlets, broadsides and autographs, comprising early American plays, material relating to the Revolutionary War, and many interesting and rare holograph letters, will be sold by Charles F. Heartman at Metuchen, N. J., December 11. An item of great historic interest at this time is the title deed of William Bradford's printing office, a document connected with the first printing house in the Colony of New York.

"THE First Napoleon: Some Unpublished Documents from the Bowood Papers" by the Earl of Kerry provides some curious sidelights on the Napoleonic period that have never been published before. Moreover many of the papers contained in this interesting volume, recently published by Houghton Mifflin Company, were written by persons who happened to come in contact with the great emperor and were eye-witnesses of the events related.

IN addition to a centenary edition of Tolstoy's works, to be published September 10, 1928, Soviet Russia is planning a Tolstoy museum in Moscow in permanent quarters. All the buildings at Yasnaya Polyana, Tolstoy's home and birthplace, will be repaired and the village made over into something of a national shrine and educational center. Already a Tolstoy museum has been established there, the curator being Tolstoy's daughter, Alexandra.

THE November catalog of Paul Elder of San Francisco, like many other catalogs from this famous bookshop, is well worth the attention of catalogers and book-

sellors. It purports to be "A Bibliographical Tour among Rare and Fine Books," in other words a catalog of an exhibition of illuminated manuscripts, incunabula, Shakespeare Folios, books from famous presses, historical and modern bindings, books on costumes, curios, first editions, fine examples of Cruikshank and Rowlandson, choice collected editions, and many other unusual and remarkable volumes. If any readers of these pages have the habit of preserving choice specimens of cataloging, we suggest that they add this catalog to their collection.

IN the sale to be held at the American Art Galleries December 11, is Julian Hawthorne's own copy of "Nathaniel Hawthorne and His Wife," a large paper copy, with the following remarkable inscriptions by the author: "After a long experience of the world, I can say that I have never known any other married couple who were more perfectly mated than my father and mother. I doubt whether, but for her presence and intelligent sympathy, he could have produced the books that have made him a great name in English literature; and she found in him complete happiness and the realization of her ideals." Vol. II: "My father found himself deeply at home in England, and I think that but for his wish that his children should be educated in his native country, he might never have returned to it—strong tho the spirit of patriotism was in him. No doubt the pain which our Civil War gave him hastened his death. Julian Hawthorne."

THE libraries of Vincent Starrett of Chicago, Waldo R. Browne of Wyoming, N. Y., with additions, comprising first editions of modern authors, autograph letters and manuscripts, books designed by Bruce Rogers, and publications of private presses, were sold at the American Art Galleries November 19, 916 lots bringing \$22,271. The highest price of the sale was \$1,350, paid for Thomas Hardy's "The Dynasts," 3 vols., with an additional Vol. I, London, 1903-08, comprising the first issue of the first edition, and also the second issue of the same volume, and first editions of the other two volumes. The original manuscript of John Masefield's "The Buccaneer," square 12mo, about

5,000 words, the first Masfield manuscript ever sold at auction, brought \$1,250. The galley proofs of Kipling's "Ship that Found Herself," 10 long columns of print, with corrections in the author's handwriting, sold for \$520. The original manuscript of Oscar Wilde's "Lecture to Art Students," 4,000 words, 30 4to leaves, about 1883, fetched \$560. Prices generally were satisfactory, occasionally high.

EARLY printed books, including the first edition of every important English law textbook from Britton to Blackstone, from the library of a well-known Pennsylvania collector, important art works including presentation copies of the J. Pierpont Morgan catalogs and general literature from the library of the late William M. Laffan, together with the French and general library of Dr. William Hirsch, were sold at the Anderson Galleries November 23 and 24, 646 lots bringing \$9,735.75. A few interesting lots and the prices realized were the following: Blackstone's "Commentaries," 4 vols., 4to, old calf, Oxford, 1765-69, first and only complete edition, \$65; Burns's "Poems," 8vo, morocco, Edinburgh, 1787, first Edinburgh edition, \$65; Cicero's "Officiorum libri iii, cum Commentariis Petri Marsi," folio, old calf, Venice, 1482, only one other copy recorded in America, \$85; The English Bible, 5 vols., folio, morocco, Hammersmith, 1903-05, Doves Press edition, \$115; Shakespeare's "Venus and Adonais," small 4to, levant by Bumpus, Hammersmith, one of 15 copies printed on vellum at the Doves Press, \$90; *The Fleuron*, a journal of typography, 4 vols., 4to, London, editions limited to 110 to 125 copies, \$32.50; Hawthorne's "Scarlet Letter," imp. 8vo, boards, cloth back, New York, 1908, Grolier Club publication, \$32; Geoffrey Keynes's "Bibliography of William Blake," numerous full-page reproductions, 4to, New York, 1921, Grolier Club edition, \$85; "Horae Beatae Marlae Virginis," written in Gothic, 98 leaves, miniatures, initials and borders in gold and colors, fifteenth century French manuscript, \$560; Caxton's "The Golden Legend," 3 vols., folio, boards, Hammersmith, 1892, Kelmscott Press edition, \$82.50; Montaigne's "Essays," 3 vols., folio, boards, Boston, 1902-04, limited special Riverside

Press edition designed by Bruce Rogers, \$95; Sotheby's "Principia Typographica," 3 vols., folio, morocco, London, 1858, one of only two copies, with several of the plates in duplicate colored, \$65; Woodrow Wilson's "History of the American People," 5 vols., royal 8vo, boards, New York, 1902, limited Alumni edition, \$200.

Auction Calendar

Monday afternoon, December 7th, at 2:30. The library of the late Clarence E. Williams, Short Hills, N. J., books from the library of Mrs. Isaac Guggenheim, Port Washington, L. I., and other consignments. (Items 321.) The Anderson Galleries, 489 Park Ave., New York City.

Monday afternoon, December 7th, at 1:30. The collection of books from the library of the late William Ludwig Baker of Germantown consisting of books entirely relating to the North American Indians, their history, language, customs, religion, wars, literature and origin, embracing many rare items of western travel and exploration. (No. 1382; Items 588.) Stan. V. Henkels & Son, 1110 Sansom St., Philadelphia, Pa.

Wednesday evening, December 9th, at 8:30. Colored lithographs by Currier and Ives, rare prints in the finest impressions, the collection formed by George F. Lawton of Boston and Charles Farber of New York. (Items 270.) American Art Association, Inc., Madison Ave. and 56th St., New York City.

Wednesday afternoon, December 9th, at 2:30. Selections from the library of the late Tristram Coffin, New York, bibliography and Americana from the library of the late Frederick W. Morris, New York, American Revolution, Indians, early imprints, bibliography, maps and prints.

Catalogs Received

Americana, Indians and the west, family, county town and state histories, etc. (No. 23; Items 872.) Pownner's, 1352 North Clark St., Chicago, Ill.

Ancient and modern books, manuscripts, autographs, fine bindings, first editions, presentation books, etc. (Items 701.) Thomas J. Gannon, 665 Fifth Ave., New York City.

Autographs. (No. 10,000.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

Bibliography and standard sets. (New series, No. 7; Items 771.) E. Joseph, 48a Charing Cross Road, London, W. C. 2, England.

Economics, politics, sociology. (Nos. 714 and 716.) Joseph Baer & Co., Hochstrasse 6, Frankfurt on Main, Germany.

English plays, poems, essays, novels, and chronicles of the sixteenth and seventeenth centuries. (No. 912; Items 442.) James Tregaskis, 66, Great Russell St., London, W. C. 1, England.

First editions modern authors. (No. 89, Part 1; Items 374.) Schulte's Book Store, 80 Fourth Ave., New York City.

Oriental art, history, travel and literature. (No. 35; Items 266.) Orientalia, 32 West 58th St., New York City.

Rare books, sets of standard authors in best editions, extra illustrated books, volumes of travel, etc. (No. 175; Items 489.) The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Rare and fine books, illuminated manuscripts, incunabula, Shakespeare Folios, books from famous presses, historical and modern binding, books on costume, curiosa, etc. (Exhibition catalog.) Paul Elder & Co., 239 Post St., San Francisco, Cal.

Rare books, first editions and presentation copies of early and contemporary authors, Americana, early English literature, manuscripts, etc. (No. 121; Items 231.) George D. Smith Book Co., 145 West 57th St., New York City.

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Books Wanted and Books For Sale

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**Albany Public Library, Albany, N. Y.**

Botta, Eastern Nights and Flights, Doubleday, \$1.60.
 Garrard, Watch Repairing, Cleaning and Adjusting, Appleton.

Alcove, 1440 Massachusetts Ave., Cambridge, Mass.

Journal of a Disappointed Man, Barbellion (Cummings), Doran.
 170 Chinese Poems, tr. Arthur Waley, 1st printing.

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Rhode Island Historical Society Collections, vols. 11-17, Providence.
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Bennett, History of the Panama Canal, Hist. Pub. Co., Washington, D. C., 1915.
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Paton, Psychiatry, Lippincott.
Peacock, T. L., Letters to Ed. Hookham, Bost. Bib. Soc., 1910.
World's Work, Index and title page for vol. 48, Doubleday, Page.
Fielding, Tom Jones, Library ed., Routledge, 2 vols; Tom Jones, Temple ed., Dent, 4 vols.

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History and Resources of the American Republic at the First Centennial of Her Independence, 8vo, 1876, Asher.
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Life & Action Magazine, vol. 4.
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MacKellar, Thomas, Droppings from the Heart; Lines for the Gentle and Loving; Rhymes Atween Times; Tam's Fortnight Ramble.
Typographic Advertiser, Phila., 1855-92.
Connecticut Yankee, early ed.
Blok, History of the People of the Netherlands, trans. by Bierstadt and Putnam, 5 vols.
Terhune, Black Gold.
Janvier, T. A., Dutch Founding of New York, 1903.
Dawidowisky, Glue, Gelatin, Charcoal, etc.

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- Coxe, W., Travels into Poland, Russia, etc.
Gardner, Monica M., Poland.
Kochanowski, Laments; Dismissal of the Gretian Envoys.
Graszewski, Joseph, A Clever Woman.
Reymont, W. S., The Comedienne.
Sienkiewicz, Henryk, Hania; Knights of the Cross; Whirlpools.
Slocombe, G. R., Poland.
College entrance examination board documents 107, 108.
Barnard, H., German Teachers and Educators; Pestalozzi and His Educational System.
- Hochschild, Kohn & Co., Baltimore, Md.**
Tar and Feathers, Ruben.
Vale of Cedar, Aguilar.
Book of the Dead, Budge, 1898 ed., vol. 3, vocabulary only, pub. Paul Kegan.
George Bernard Shaw, Mencken.
Encyclopaedia Britannica, latest ed., 32 vols.
Glory of the Conquered, Glaspell.
Yellow Dove, Gibbs.
Meeting of the Spheres, C. G. Herbine.

W. H. Hodby's Olde Booke Shoppe, 214 Stanwix St., Pittsburgh, Pa.

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Holmes Bk. Co., 742 S. Main St., Los Angeles, Cal.
The Channel Islands of California, Holder.
The Two Babylons, Hyslop.
Researches in Oriental History, G. W. Brown, Rockford, 1880.

Paul Hunter, Nashville, Tenn.

- Wyeth's Life of Forrest.
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McKnight's Epistles, 6 vols.

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- Howells, Three Villages.
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The Salem Book, 1896.
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Parkman, Struggle for a Continent.

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- Stuart's Cavalry in Gettysburg, Col John S. Mosby, Moffatt, Yard.
Memoirs of Col. John S. Mosby, Chas. Wells Russell, Little, Brown.

F. A. Huxley, c/o Rider Press, 424 W. 33d St., N. Y.

- General Description of the Huxley Family in the United States, Jared Huxley, Youngstown, O., 1901, 81p., illus. and port.

Hyland's Old Bk. Store, 204 - 4th St., Portland, Ore.

- The Mystic Scroll, Van Anderson.
Renan, Lives of the Apostles.

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University Debaters' Annual, 1916-17, 1917-18, H. W. Wilson Co., New York.

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Historic Veredique de la Conquete de la Nouvelle Espagne, Masson, 1877.

Journal of Danken Sluyter, pub. Scribner.

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John D. Godman, Museum of American Natural History; Rambles of a Naturalist.

Holmes, Contagiousness of Puerperal Fever, a reprint from the New England Journal of Medicine and Surgery, 1843.

Stephen W. Williams, 1845, American Medical Biography.

Thacher, Practice of Medicine; Journal of the Revolutionary War.

James Jackson, Memoir of His Son, 1835.

Chapman, Pattison Quarrel.

Life of John C. Warren, 1860.

Essays of David Hossack.

Mansfield's Life of Daniel Drake.

Elisha North, Spotted Typhus, 1811.

Noah Webster, History of Epidemics.

Waterhouse, Tracts on Vaccination.

Nathan Smith, A Practical Essay on Typhus Fever, 1824.

Jacob Bigelow, Nature in Disease, 1859.

Matthew Carey, Yellow Fever Epidemic of Philadelphia, 1st ed. Nov. 13, 1793; 2nd ed. Nov. 23, 1793; 3rd ed. Nov. 30, 1793; 4th ed. Jan. 16, 1794.

David Ramsay, History of the American Revolution, 1789; Life of Washington; History of South Carolina, 1809.

Currie, Historical Account of the Climate and Diseases of the United States of America, Phila., 1792.

John Morgan, Discourse Upon the Institution of Medical Schools in America, 1765; Vindication.

John Jones, Plain, Practical, Concise Remarks on the Treatment of Wounds and Fractures, Designed for the Use of Young Military and Naval Surgeons in North America, 1776.

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Thomas Bond, Lecture Introductory to the Study of Clinical Medicine at the Pennsylvania Hospital, 1766, printed in vol. 4 of North American Medical Journal, 1827.

Kleinteich's Bk. Store, 1245 Fulton St., Brooklyn

Biography of Ben. Tillman.

Korner & Wood Co., 1512 Euclid Ave., Cleveland

Tozier, Among English Inus, Page.

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Curious Wills.

Jordan, Fishes, Holt.

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Tarbells Teachers Guide, 1924.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

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Insurance Law Journal, vols. 1-4 and 23 on.

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Harper's Weekly for November 12, 1898.

Voyages of Vancouver.

B. Login & Son, 29 E. 21st St., New York

Psychological Bulletin, 1921-1923.

American Journal of Psychology, 1920-1925.

Greef, Microscopic Examination of the Eye.

Hyde, Solvents, Oils, Gums and Waxes, 1903.

Beaumont, Physiology of Digestion.

Parsons, Pathology of the Eye.

MacEwen, Pyogenic Infections of Skin & Spinal Cord.

Thatcher, American Medical Biography.

Chemical Abstracts, vols. or copies.

Cushing, Pituitary Bodies.

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La Farge, The Gospel in Art, 2 copies.

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Cape Cod, Thoreau, Houghton Mifflin, 2 vol. ed. illus.

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Genealogies and Local History, any.

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Foster, Ernest, Life of Lincoln.

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Thoneau's Cape Cod, illus. Wattson, H. M. Co., 1896

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Vertebrates, tr. by Parker, 3rd ed.

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Tilley, Francois Rabelais, French Men of Letters

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The Enormous Room, E. E. Cummings, Boni & L., 1921.

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E. A. Robinson's The Torrent and the Night Before,

1st ed.

Mencken's Ventures into Verse, 1st ed.

McCulloch's & Simkin's Low Temperature, Carboni-

zation and Bituminous Coal, London, 1923.

Wellington's & Cooper's Low Temperature Carboni-

zation, London, 1924.

Acts of Legislatures of all states.

Christian Science books and pamphlets.

Letters of Mrs. Eddy.

Raymer's, 1330 1st Ave., Seattle, Wash.

Colonization of America, pamphlet, Anon.

Poetical Works of Milton, vol. 1, Grand ed. de luxe,

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edges, Gebbie Pub. Co., Phila., 1895.

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Magazine in America.
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Encyclo. Britannica, Cambridge issue, thick paper.

Scrantom's, 21 State St., Rochester, N. Y.

Van Mach, Greek Sculpture.
Arts and Crafts of Ancient Egypt, 3 copies.

Charles Scribner's Sons, 5th Ave. at 48th St., N. Y.

Billings, J. D., Hard Tack and Coffee, Boston, 1888.
Burton, Pilgrimage to Al Madinah and Mecca.
Chestnut, M. B., A Diary from Dixie, Heinemann, 1905.
De Lanoye, Rameses the Great, Scribner.
De Leon, T. C., Four Years in Rebel Capitals, Dillingham.
Dexter, A Pickle for Knowing Ones.
Gomperz, Greek Thinkers, vols. 1, 2 and 3.
Hall, J. R., Bourbon Restoration, 2 vols., Houghton.
Lanier, S., Tiger Lillies.
Leon, L., Diary of a Tar Heal Confederate Soldier, Charlotte Stone Pub. Co., 1913.
Longstreet, A. B., Georgia Scenes, Harper.
Loomis, Myself, pub. Alden, Albany, 1890.
Hooper, J. J., Flush Times in Alabama, Amer. Book Co., Georgia.
Hunter, Alex., Johnny Reb and Billy Yank, Neale Pub. Co., N. Y., 1906.
Moore, E. A., The Story of a Cannoneer Under Stonewall Jackson, Neale, 1907.
Smith, C. H. (Bill Arp), The Farm and the Fireside, Atlanta, 1892; Bill Arp So Called, N. Y., 1866; Bill Arp's Scrap Book, Atlanta, 1884.
Smeath, Mind of Tennyson, Scribner.
Thompson, H., From Cotton Field to Cotton Mill, Macmillan, 1906.
Watson, Th., History of France; Napoleon.
Williams, Modern English Writers, 1890-1914, Knopf.
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Woods, Mental and Moral Heredity in Royalty, Holt, 1906.

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Holmes, The Age of the Earth, Harper.
Jenks, History of the Australasian Colonies, Putnam.
Rashdall, Universities of Europe in Middle Ages, 2 vols. in 3, Oxford.
Slcombe, Poland, Stokes.
Ashton, Letters de Madame de la Fayette, University Press of Liverpool.
Collignon, Manual of Mythology, Grevel Co., 1890.
Harrison, Elizabethan England.
Simmons, London and Newcastle-on-Tyne.

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Historical and Biographical Southwest Louisiana, ed. by Perrin.

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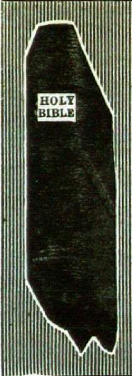
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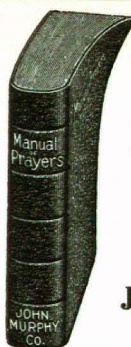
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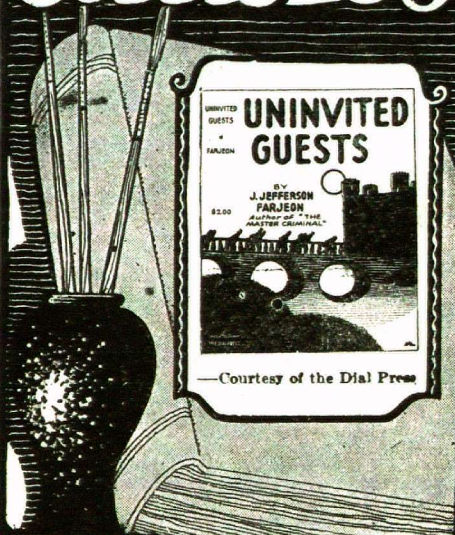
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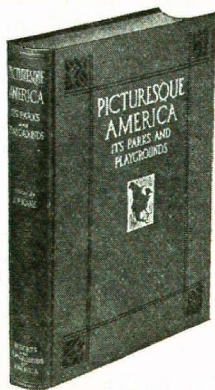
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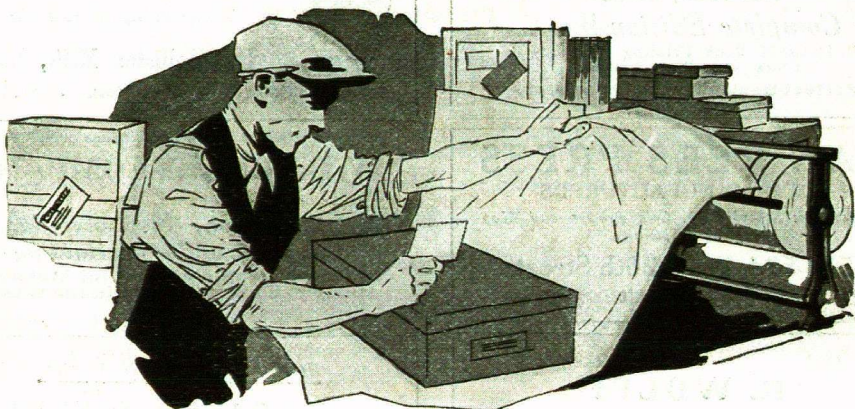
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